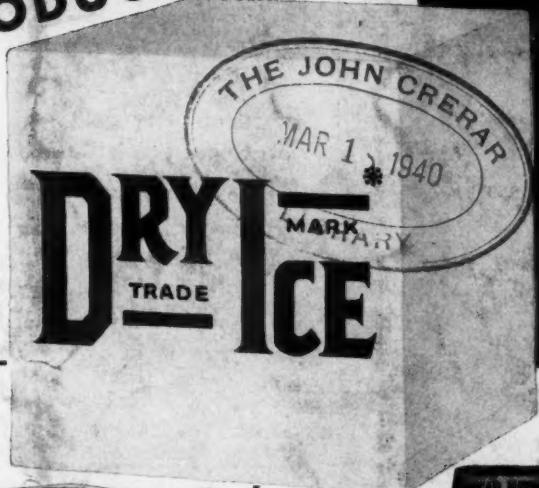


THE NATIONAL Provisioner

...BETTER ARRIVAL CONDITION
WHEN PACKER PRODUCTS ARE
protected with



A BOOSTER REFRIGERANT

Eliminating doorway hot spot, speeding up temperature reduction when doors are closed and eliminating sweating in transit, "DRY-ICE" evens out temperature variations, maintains uniform cold dry temperatures. "melt" into pure carbon dioxide, which helps to preserve meat bloom and color. Compact low-cost bunkers carry ample quantities for longest routings.



TRUCK REFRIGERANT

A-1 quality products are delivered in A-1 condition—in "DRY-ICE" refrigerated trucks. Payload is increased—delivery costs per pound are reduced. Trucks can be quickly refrigerated, kept uniformly cold at predetermined temperatures. Your trucks can be "DRY-ICE" equipped at surprisingly low cost.



PROTECTS SHIPMENTS

Convenient, dependable, economical and sanitary that's the story of "DRY-ICE" briefly told for package meats. It occupies minimum lading space, assures cold, more uniform temperatures. No moisture—no soggy, messy product. A small block of "DRY-ICE" is sufficient to refrigerate and preserve meat products firm, dry and in good color.

*THE words "DRY-ICE" in the design shown above, constitute the registered trade-mark of Pure Carbonic, Incorporated, for the product, Solid Carbon Dioxide.

PURE CARBONIC

General Offices: 60 EAST 42nd STREET, NEW YORK, N.Y.
INCORPORATED



BUFFALO STUFFERS

speed up your stuffing department, lower costs and increase profits.

The easy operation of the quick opening, leakproof cover and the improved method of rapidly returning the piston to refilling position saves time and increases production. The piston can be quickly adjusted without removing from cylinder.

Guaranteed leakproof operation protects your products. Extra heavy safety ring and massive construction throughout protects your workers and assures years of dependable, low cost service.

A BUFFALO representative will gladly explain the many more outstanding features that mean more profitable operation.

GUARANTEED
LEAKPROOF
PISTON

JOHN E. SMITH'S SONS COMPANY
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BUFFALO, N. Y.

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STANFORD,
TACOMA, WA
LISBON, ME
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MONMOUTH CANNING CO.

PARCELS
MONMOUTH
STREET, MAINE
LUDLUM, MAINE
LIBRARY, MAINE
FRESH, MAINE
PORTLAND, MAINE

256 COMMERCIAL ST.
MERRILL WHARF
PORTLAND, MAINE

BAKERS
CREAM CORN
WHOLE KERNEL CORN
BUCKWHEAT, BLUEBERRIES
SPRINGLESS BEANS
OVERNIGHT BEANS
BROWN BREAD

The Brown Instrument Company,
Wayne & Roberts Avenues,
Philadelphia, Penna.

Gentlemen:

The instrument which you installed at our Monmouth Plant last summer to control the temperature of the Corn in the Corn Cooker Filler is almost a revelation to us.

For many years we have tried various types of temperature control instruments, but never have found one that worked to our full satisfaction.

The instrument that you installed worked perfectly throughout the entire season.

It made no difference how fast we operated the Cooker Filler or how slow we operated it, the temperature at which the instrument was set was maintained in the Cooker at all times, and we can thoroughly recommend this apparatus to control the temperature in any Corn Cooker Filler that we know of on the market.

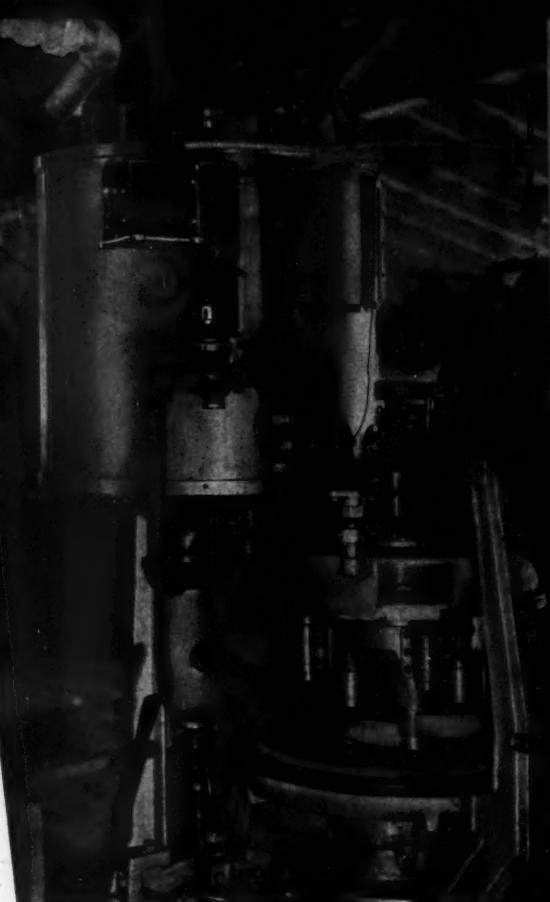
It is our intention, before we start packing another season, to install more of these instruments in our other plants.

Yours very truly,
MONMOUTH CANNING CO.

BY: *St. Louis*

SHS:L

OUR BEANS ARE BAKED IN BRICK OVENS



Corn cooker filler equipped with motorized valve which is actuated by remote non-indicating temperature controller installed at the Monmouth Canning Co.

"The Instrument You Installed Worked Perfectly" . . .



Brown Non-Indicating Temperature Controller

The thermostatic element is a self-contained unit consisting of a housed bellows capillary tube and bulb. Provides accurate control of temperature in the operation of cookers, blanchers, kettles and similar equipment used in the processing of foods. Furnished as electric or pneumatic temperature controllers.

Brown Recording, Indicating and Controlling Thermometers—due to their accuracy, simplicity and ruggedness—more than meet the fast-growing demands for exact and higher standards of measurement and control. They are the choice of many leading manufacturers in the food industry because they can be depended upon to hold temperature within the desired limits.

Brown Thermometers are furnished as mercury, gas or vapor actuated types, one two or three pen models. Electric and air operated controllers for temperature processes from -40° F. to 1200° F. Wherever Brown Thermometers have been put in charge, reduction in spoilage, improved quality and increased output have quickly followed.

Without obligation our engineers will be glad to recommend the proper Brown Thermometer and Minneapolis-Honeywell Control System for modernizing your process temperatures. Write the Brown Instrument Company, a Division of Minneapolis-Honeywell Regulator Company, 4445 Wayne Ave., Philadelphia, Pa. Offices in all principal cities. Toronto, Canada: 117 Peter St.—Amsterdam-C, Holland: Wijdesteeg 4—England, Wadsworth Road, Perivale, Greenford, Middlesex—Stockholm, 16, Sweden: Nybrokajen 7.

BROWN THERMOMETER CONTROLLERS and MINNEAPOLIS-HONEYWELL CONTROL SYSTEMS

THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries



Official Organ Institute of American Meat Packers

Volume 102

MARCH 16, 1940

Number 11

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Published weekly at 407 So. Dearborn St., Chicago, Ill., U. S. A., by The National Provisioner, Inc.

Yearly subscription: U. S. \$8.00; Canada, \$4.00; foreign countries, \$5.00. Single copies, 25 cents.

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★

DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editor

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn St., Chicago.

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CEREOSE

PURE DEXTROSE SUGAR

Helps Develop and Protect Color in Meat

In fresh sausage Cerelose protects the desired color. In all kinds of sausage Cerelose, pure Dextrose sugar, helps to develop that good color. Many meat packers are enthusiastic in their praises of Cerelose. They recognize that this pure Dextrose sugar is an aid in the fixation of color. They also appreciate its economy. For further information write:

CORN PRODUCTS SALES COMPANY

333 NORTH MICHIGAN AVENUE, CHICAGO, ILLINOIS

PEAK SALES

CONTINUE AFTER EASTER WEEK
FOR NEVERFAIL USERS

Your ham sales will rise sharply, now that Easter is almost here. Wouldn't you like to keep your sales at Easter Week levels all year 'round?

You can do it! Other users of the NEVERFAIL 3-Day Ham Cure have done it . . . as our records indicate. You can do it by giving all the new customers who buy ham for Easter dinner a product so good that they'll have no other.

That calls for the NEVERFAIL 3-Day Ham Cure. It's different because it Pre-Seasons your product. A savory, aromatic fragrance goes in with the cure . . . imparts to the meat a distinctive, taste-tempting flavor obtainable only by this method. What's more, it assures uniform mildness, an even, eye-catching pink color and a firm, tender texture that's juicy but never soggy.

Would you like to see for yourself? We'll gladly arrange a demonstration in your own plant. Write us!

NEVERFAIL

Pre-Seasoning



"The Man Who Knows"



"The Man You Know"

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto

Canadian Plant: Windsor, Ontario

"'Cellophane' WINS GREATER CONSUMER ACCEPTANCE"

"WE continue to find," says Cleveland Provision Company, "that whenever we package any new members of our Wiltshire family in 'Cellophane,' they immediately gain greater consumer acceptance. Our two latest Wiltshire additions are bulk pork sausage packed in gaily colored bowls with sparkling 'Cellophane' tops and several other types of loaves with an overall wrap of eye-catching 'Cellophane' cellulose film.

"We have been wrapping Wiltshire products in 'Cellophane' for years. Long merchandising experience with it tells its own story:

"The attractive sparkle of 'Cellophane' catches the shopper's eye; its 100% visibility lets her *see* what she's getting; the bright label *impresses* our brand name and reminds the customer to *buy again*. And, naturally, 'Cellophane' cellulose film affords that extra *plus* of protection that our products—and customers—demand."



PACKAGING IDEAS: We'll gladly help you work out new packaging ideas for your line. No obligation. Just write: "Cellophane" Division, Du Pont, Wilmington, Delaware.

DU PONT ON THE AIR—Listen to "Cavalcade of America" every Tuesday, 9 p.m., E. S. T., National Broadcasting Company networks.

Cellophane
TRADE MARK



"Cellophane" is a trade-mark of E. I. du Pont de Nemours & Co. (Inc.)

Appearance Counts for a Lot!
PROTECT THE LOOKS OF YOUR SAUSAGES, TOO
... USE ARMOUR'S
NATURAL CASINGS!

• To attract buyers, food must not only taste delicious, it has to look that way!

And to make sure your sausage products come up to snuff on both counts, you can't make a safer choice than Armour's Natural Casings!

The reasons for that are simple!

Armour's Natural Casings cling tightly to the sausage meat, giving it a fresh, well-filled appearance that looks appetizing.

And Armour's Casings are natural protectors of the juiciness and flavor of your products . . . qualities that make them sell.

Furthermore, the porous texture of Armour's Natural Casings helps you to achieve that delicate, tangy flavor that has made smoked sausages such a favorite in this country. That's because these carefully selected and graded casings permit the great smoke penetration you want.

Your Armour Branch House can fill your casing needs to a "T" . . . why don't you 'phone today for up-to-the-minute price quotations and fast, efficient service?

**ARMOUR
and COMPANY**



PACKERS ARE NOT TO BLAME FOR PRESENT LOW HOG PRICES

By W. S. CLITHERO

IN RECENT months there has been considerable criticism of hog prices. Producers have felt that hog prices are too low and there have been many statements to the effect that the packers are to blame for the low prices and that the packers, if they wished, could do something to raise the price of hogs.

I am certain that no one familiar with the facts can feel that the packers are responsible for present low prices, but I do want to give you my views on the present situation. There are certain definite economic facts which are responsible for the present level of hog prices and the packers should not be blamed for something over which they have no control.

Why have hog prices during the last four months averaged 25 per cent under the levels of a year ago, and why are they currently 33½ per cent under a year ago?

The simplest and most correct answer is that hog

Hog prices are 33 per cent below 1939, says W. S. Clithero, vice president of Armour and Company, because product prices are that much lower. In a statement originally made at a discussion between packers and commission men, he points out that packers have had to induce consumers to eat 23 per cent more pork in the face of normal supplies and steady prices of other foods. Demand for fat cuts has not responded satisfactorily to price reductions. The war has not been beneficial. Inventories have reached the point where packers cannot afford further accumulation.

much below the levels which prevailed last year? The factors which are most important, in my opinion, are as follows:

Pork meat and lard production for the first three months of this fiscal year was 23 per cent higher than during the same period last year. I know everyone appreciates the difficulty of making consumers eat this additional quantity of pork. Other meat production has been about 4 per cent higher than in 1939.

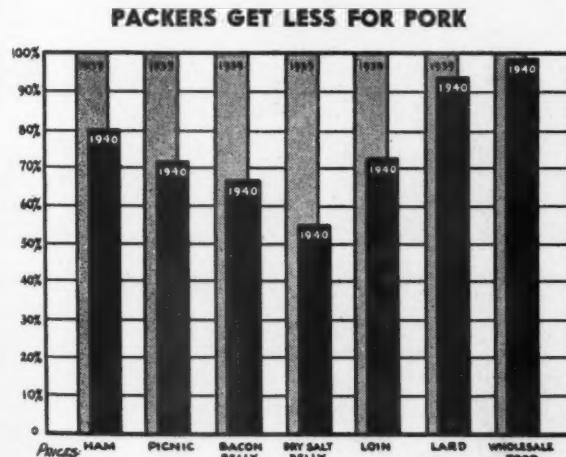
Wholesale food prices have actually averaged about 1 per cent below the levels which prevailed during the same four months last year. This, I believe, is the crux of the problem. With no change in the prices of other foods, we have had to make the consumer eat 23 per cent more pork. This could be done only by sharply lower prices. Steady wholesale food prices indicate that there was no shortage of other foods. To move the additional supply of pork, total food consumption had to be increased.

Production and Payrolls

If other food prices had been going up we could have maintained pork prices on a higher level, but consumers have not been willing to spend more money for pork as long as they could buy other foods in the usual quantities at no increase in cost. Consumers have been willing to spend only about the same number of dollars for pork, and since the quantity was 23 per cent higher, the price per pound had to be about that much lower.

Everyone remembers that business was at high levels this winter, but it is easy to forget that since December business activity has been declining rapidly. The factory payroll index of the Bureau of Labor Statistics reached a peak of 104 in December; now it is down to about 96, and the prospects are for a further decline in March.

Rapidly declining business always has a bearish effect on our business because everyone gets ex-



prices are 33 per cent below last year because product prices are that much lower.

Currently, ham prices are 20 per cent below a year ago; picnic prices are 28 per cent below a year ago; bacon belly prices are 33 per cent below a year ago; D. S. belly prices are 45 per cent below a year ago; loin prices are 27 per cent below a year ago, and lard prices are 6 per cent below a year ago.

What are the reasons why product prices are so

(Continued on page 35.)



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HOTEL-RESTAURANT SUPPLIER

● Must Provide Meats to Fit Exacting and Varying Needs of Customers

THE hotel and restaurant supply house occupies a unique and interesting position in the meat industry. It has been developed to meet the needs of hotel, restaurant and club chefs and managers for an unfailing supply of uniform, high quality meats. Usually the hotel and restaurant supply house does no slaughtering and does very little or no processing. It buys carcasses and cuts, in the grades its customers demand, and these are conditioned and broken down to meet numerous exacting specifications.

Purchase of carcasses and cuts of desirable quality wherever they may be available, handling the meat to enhance tenderness and flavor, and distribution of the meat in wholesale cuts and consumer's portions in the condition, sizes and weights required by individual customers, are among the important functions of the hotel and restaurant supply house.

Meat Cuts Custom Made

It is a business of infinite detail, in which almost every cut sold is custom made. In the plant of the Williams Meat Co., Kansas City, Kas., for example, each steak is cut after the customer's order is received. Uniformity in portion size and weight is assured by having the same steak cutter prepare all

orders for a particular customer. Equal care is taken with orders for other products so as to comply exactly with each customer's specifications.

This company is one of the larger hotel and restaurant supply houses in the Central West. It purveys the famous "Kansas City Meats" and distributes its products to high class hotels, restaurants and clubs from coast to coast. The business is housed in a new, modern plant and employs about 175 workers.

Countrywide Distribution

In addition to buying, conditioning and distributing fresh meats, the company also processes smoked meats, manufactures sausage and ready-to-eat specialties and jobs poultry, butter, cheese, canned meats, shortening and nationally-known brands of ham, bacon and meat specialties.

Distribution is obtained through six salesmen located in strategic consuming centers throughout the country, seven local salesmen, five driver salesmen and the use of a 12-page illustrated weekly catalog and price list, which is mailed to a large list of customers and selected prospects. A portion of the catalog and price list of October 30, 1939 is shown in an accompanying illustration. This issue listed and priced over 900 separate

The catalog page shows several illustrations of meat cuts with their corresponding prices. The cuts include:

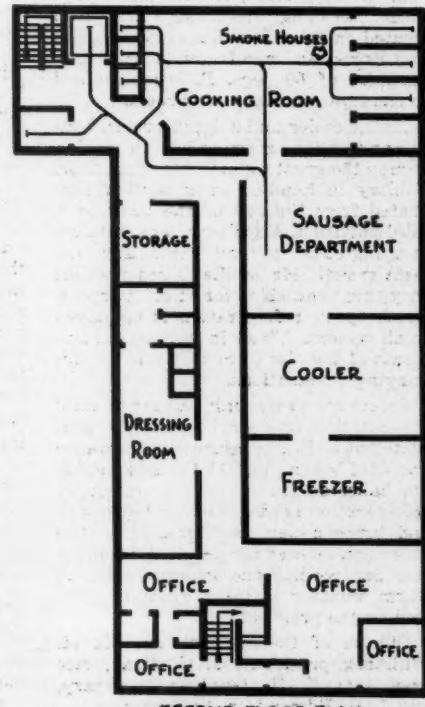
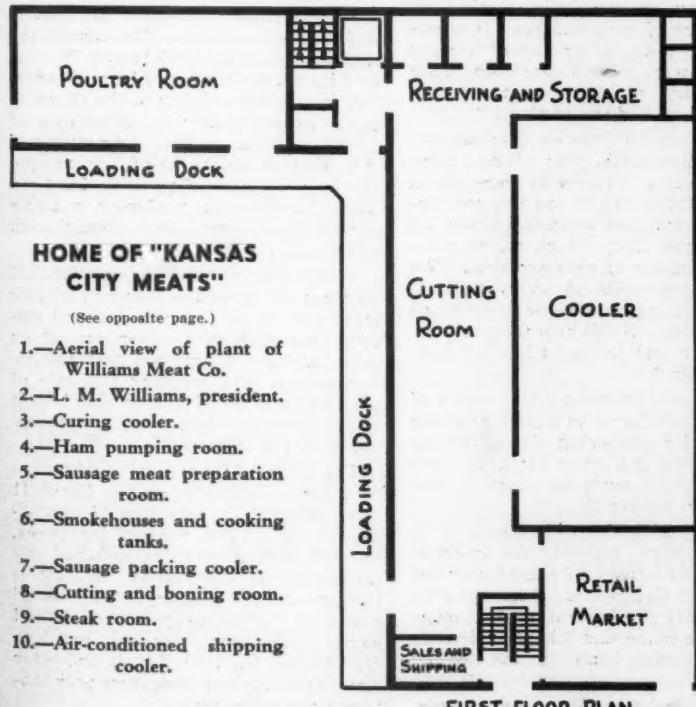
- Top Round or Pauperois: Williams Perfection .70, Williams Dependable .60, Williams Reliable .50, Williams Saverite .40
- Bottom Club: Williams Perfection .70, Williams Dependable .60, Williams Reliable .50, Williams Saverite .40
- Lean Back Club: Williams Perfection .70, Williams Dependable .60, Williams Reliable .50, Williams Saverite .40
- Lean Back (Top Loin): Williams Perfection .70, Williams Dependable .60, Williams Reliable .50, Williams Saverite .40
- Round Steak: Williams Dependable .25, Williams Reliable .25, Williams Saverite .20
- Beef Wrapped Filets: Williams Dependable .90, Williams Reliable .80, Williams Saverite .70
- Flank Steak: Williams Perfection .20, Williams Dependable .20, Williams Reliable .20, Williams Saverite .15
- Top Round Steak: Williams Perfection .25, Williams Dependable .25, Williams Reliable .20, Williams Saverite .15
- Microbacon 89: Tender Tip Stock Chicken Legs

items, including steaks, wholesale cuts, processed and canned meats, cheese and other meat and food items.

Orders are received via telegraph, telephone and mail. The company encourages customers to order by mail whenever possible. Orders are delivered to the customer's door in shipments aggregating 50 lbs. or more. Shipments of less than 50 lbs. are sent collect. Orders are packed in barrels and fibre shipping boxes.

Grading and Shipping

All prices quoted in the catalog are net and not subject to any discount. Each item in an order is checked weighed and packed full 16 oz. to the pound. Buyers are encouraged to weigh in every shipment and to report any shortage immediately. All packages of fresh meats are refrigerated with solid carbon dioxide and the firm guarantees its condition on arrival. The first order must



be accompanied by suitable credit references, otherwise shipment is made C.O.D. All accounts are payable weekly unless special arrangements are made with the credit department.

U. S. government graded and Williams graded meats are sold. Company's grades are "Perfection," "Dependable," "Reliable" and "Saverite." These correspond to U. S. top prime, U. S. top choice, U. S. top good and U. S. top medium respectively. M. S. (money saver), a fifth Williams grade, is carried for the institutional trade.

Williams Meat Co. was organized in 1921. The new plant, designed by Carl F. Schloemann, St. Louis, Mo., was completed on December 1, 1936. It was planned particularly to fit the needs of a hotel and restaurant supply house. Its layout, while simple compared with that of a slaughtering and processing plant, admirably meets the company's requirements and undoubtedly will be interesting to many in the meat industry whose contact with businesses of this kind has been limited.

The building is L-shaped and two stories high. There is a basement under about one-half of the area. Stairways and an elevator connect the three floor levels. Outside walls are of concrete. Layouts of first and second floors are shown in the accompanying sketch diagrams.

Plant Layout

Processing departments, including curing cooler, sausage manufacturing room, cooking room and smokehouses are on second floor. Products are transported from sausage manufacturing room to smokehouses, cookers and showers on cages by overhead rail. General office, freezer and equipment washing facilities are also located on this floor. Sausage is stuffed and linked under refrigeration; a temperature of 50 degs. F. is maintained in sausage manufacturing room.

Aging cooler and shipping room, boning and cutting room and retail market occupy the greater part of the first floor. Poultry is handled in a section separated from the rest of the plant by a solid partition. Sterilamps are installed in aging cooler to inhibit mold and bacteria growth. Mr. Williams reports that they are valuable for this purpose. Brine spray refrigeration is employed in all coolers. Views in various departments of the plant are shown in accompanying illustrations.

Steam for processing and for heating the building and smokehouses is generated at 30 lbs. pressure by a Kewanee gas-fired boiler. Two 15-ton and one 12-ton Baker ammonia compressors supply refrigeration needs. Boiler, compressors and brine cooler are installed in the basement. Water for all plant purposes and for cooling the general office in warm weather is taken from a 40-ft. well on the premises.

Officers of the company are: L. M. Williams, president; J. G. Jirak, vice president; C. H. Gardner, secretary, and J. H. Edmondson, treasurer.

Sausage Drive in High Gear; Intense Interest Indicated

LIVESTOCK groups, agricultural schools, commission men and congressmen and senators from agricultural states are among the numerous organizations and individuals who have voiced enthusiastic approval of the current pork sausage link advertising campaign being sponsored by the Institute of American Meat Packers. As the campaign progresses, using the broad coverage and intensive reader interest of *Life* magazine as its principal weapon, more and more interest is being expressed.

Following are typical examples of the encouraging comments which have come to the attention of the Institute:

Division of Animal and Poultry Husbandry, University of Minnesota.—"It should do a satisfactory job in creating more demand for sausage. I hope the results will be sufficient to encourage meat packers to make a big effort on pork advertising."

Iowa Berkshire Breeders Association.—"It is gratifying to see the interest in selling pork products, and never have I seen as much interest in the selling of farm products. We of the Iowa Berkshire Breeders Association are behind you 100 per cent strong."

Senator Capper Comments

Senator Arthur Capper of Kansas.—"I have received the complimentary copy of the February 26 *Life*, of which you wrote, and I want to congratulate you on your extremely interesting advertisement of pork sausage. It is one of the most appealing and convincing advertisements I have ever seen. I am looking forward to seeing the future advertisements of the Institute."

Sioux Falls Stockmen's Exchange.—"Have shown it (the first ad) to a number of friends. Some who were not in any way interested in the livestock industry, commented on the attractive ad and it started them asking questions on the consumption of pork products. "We must all cooperate in every possible manner to increase the sale of pork and pork products. It will help the producer, the packer and incidentally, the commission men."

College of Agriculture, University of Nebraska.—"I want to compliment the Institute for preparing the advertisement on sausage. It is attractive and dignified and should do much to get people back to pork."

St. Paul Live Stock Exchange.—"If that ad does not promote the purchase of more pork sausage I cannot conceive of anything that would. It has resulted in additional purchase of pork sausage in my own home and I hope it does so in every other home in the United States."

W. S. Jacobsen, Congressman from

Iowa.—"I am indeed very glad to know of your Institute's particular and special efforts to make better known to the public the qualities of agricultural products, and I shall look forward with pleasure to securing the issues of the magazine you mention, and knowing of your attempts to provide better outlets for agricultural products."

Ad "Makes Mouths Water"

Colorado State College of Agriculture and Mechanic Arts.—"Saturday night I was in the home of friends who subscribe to *Life*. My hostess made it a point to open the current issue to the sausage ad and ask me if it didn't 'make my mouth water.' I must confess that it did."

Indiana Farm Bureau, Inc.—"I believe the advertising you are doing will do a great deal to stimulate the price of pork."

Senator Ernest Lundeen of Minnesota.—"I greatly appreciated your kindness in sending this to me, and I assure you that the pork sausage ad was indeed unique and interesting."

National Live Stock Exchange.—"This ad should, without question, bring good results."

Iowa Crop Reporters' Association.—"I must say that it is a very fine piece of work and the results should be good. As a producer of hogs I am very much interested in anything that will increase the use of pork products."

Kansas State College of Agriculture and Applied Science.—"The advertising that appeared in the February 26 issue of *Life* magazine should be most effective in helping to bring to the attention of the general public the advantages of pork sausage as a food. Advertising of this kind should be helpful in moving the large surplus of pork at this time. Your Institute is rendering valuable service to swine producers through such advertising."

Texas Agricultural Association.—"I received a copy of the February 26 *Life* magazine, in which you had a very spacious and attractive advertisement on pork sausage. I am sure that the advertisement will increase the sale of pork and will be of unestimable benefit to the producers and is greatly appreciated by the farmers."

The second *Life* magazine advertisement, which appeared in the March 11 issue, came to the attention of approximately 20 million readers last week, and the store advertising material was displayed in thousands of stores throughout the country. The second period of the campaign now is in full swing, with meat packers, retailers, restaurants, hotels, railroads and other agencies continuing to feature pork sausage links prominently.

Durr's Monthly Paper Builds Consumer Sales



A NEW advertising medium which has aroused enthusiastic response from the company's salesmen, dealers and consumers has been tested for the past five months by the C. A. Durr Packing Co., Utica, N. Y.

Called "Durr's Good Times," the medium is a four-page monthly publication of tabloid size (approximately 11½ by 17 in.), printed in several colors. While possessing general reader appeal, many of its features promote Durr products directly or indirectly. Cost of the publication is very low in proportion to the results produced, company executives report.

Although the entire arrangement of the paper is changed with each issue, a number of features of known value are continued from month to month. The front page is usually devoted to a large illustration of one of the company's meat products, accompanied by a calendar of the month and "teaser copy" encouraging the reader to examine other pages for interesting and instructive information.

Publication Features

Since the company has full control of the publication, it has an opportunity to utilize the four pages in a variety of ways and to incorporate as much selling appeal for Durr products as it wishes. No member of the family is neglected—housewives, mothers, fathers, children—all find features of interest in "Good Times."

Homemakers reading the February issue, for example, found a number of tested recipes which had been submitted by readers and for which prizes were given. Ginger Rogers, popular movie star, contributed an article on "Making

the Most of Your Looks." Chevalier d'Eon, mysterious figure of 18th century France, was the subject of an article.

Another feature told about tests which had shown the preference of children for bacon, while Dr. William A. Brady, noted health authority, contributed helpful information on the high food value and digestibility of pork.

Keeping an eye on the future, the company devotes considerable space

each month to features of interest to children, including colored comics, puzzle clubs and other contests. Toys and small money prizes are given to contest winners. Another regular feature, "What Children Are Saying," is used for clever remarks made by youngsters; the firm pays \$1 for each saying accepted for publication.

Health Angle Featured

D. J. Harrison, secretary and treasurer of the company, writing on the general subject "Here's to Your Health," has covered such information as the value of meat in the diet, menu planning, meals recommended for building sturdy health in children and similar topics. In the February issue, when Durr announced the addition of vitamin D to its Mohawk Valley frankfurts, Mr. Harrison's article tied in by explaining the value of this vitamin in the diet and telling how the frankfurts were processed to include this valuable food element.

As good evidence that the new medium is being favorably received by consumers, the company points out the strong response to its contests. Prizes are given each month for the best recipes calling for ham, bacon, sausage, frankfurts or lard.

In a recent competition for juvenile readers, 125 toy gliders were given to



HOW PACKER CEMENTS CONSUMER GOOD WILL

Center spread of February issue of "Durr's Good Times" shows variety of subjects contained in this unique publication. Each issue features several contests in which readers vie for merchandise and small cash prizes. The company reports remarkably strong response to these competitions.

boys and girls who completed the statement, "People who appreciate fine quality prefer Durr's Mohawk Valley meat products because—." The characters Johnny Porker and Perky Porker are used to lend a personal appeal to the children's contests.

The Durr company has found "Good Times" particularly valuable in keeping its 4,000 dealers acquainted with company advertising activities and as a manual for its salesmen. The salesmen use the front page of the publication each month as a window poster in their dealers' stores.

Valuable in Dealer Contacts

Distribution is one of the important factors in the success of the publication. Each issue is distributed by company salesmen to their dealers; the latter pass the copies on to consumers. Dealers like the plan because they feel the company is doing something to help increase their sales, not only sales of Durr products, but also of many other items. Salesmen have found that the publication gives them a fresh point of contact and conversation each month with their dealers, and is also effective in lining up new prospects.

After experimenting with "Good Times" for five months, the Durr company believes it a highly desirable method of reaching consumers and dealers at low cost.

"Knowing how difficult it is for the average packer of our size, whose distribution is only sectional, to find a medium of promotion which will produce tangible, traceable results sufficient to justify the cost," states E. C. Whitney of the Durr organization, "I thought that other packers might be interested in knowing of our discovery and our experience with it."



GIFT PACKAGE MAKES HIT WITH CONSUMERS

PACKERS and sausage manufacturers seeking a new, novel, and effective method of promoting the sale of hams as gifts, whether during holiday seasons or throughout the year, might well consider the "satchel" type container which did such a good job for several packers during the 1939 Christmas season and will probably appear again at Easter.

One design of this kind of carton, used by H. C. Bohack & Co., Inc., Brooklyn, last Christmas, was illustrated and described in the January 27 issue of THE NATIONAL PROVISIONER. This company is planning to use the same package during the coming Easter season.

A similar gift container, which differs in details of design and construction from the Bohack package, is credited with selling 21,000 hams for the Hygrade Food Products Corp., Wheeling, W. Va., last Christmas.

"Take an everyday commodity like ham (in this case a top quality West Virginia ham), package it in a novel, attractive box and back it up with smart merchandising and the result is a surprising sales record in a highly competitive market," Hygrade executives say.

Carton Colors and Design

The corrugated box which played such a large part in the Hygrade merchandising feat is a luggage type container in a brown, linen weave, all-over pattern striped in light and dark green. Handle is stapled to box and fits through a die-cut hole in top panel. Inside of box is black printed in green and white. An outline map of West Virginia emphasized the brand name, while the phrase "Holiday Greetings" tied the package in with Christmas promotion. The container was designed and produced by the Hinde & Dauch Paper Co., Sandusky, O.

"This package was new to our trade and to the ham buying public in general," says H. F. Stillwell, Hygrade sales manager. "It met with tremendous acceptance, which we believe was mostly due to the novelty and beauty of the package as played up in our advertising."

Reproductions of the package open and closed were featured on special Christmas letterheads and other promotional literature.

Each ham was wrapped in parchment paper and an overwrap of printed transparent cellulose. It was nested in the container in shredded transparent cellulose. Six packages were shipped in a master carton.



TYING IN WITH PREPARED MEATS CAMPAIGN

Viiking Corporation is suggesting that dealers use this type of display to derive maximum benefit from its new promotional program devoted to nine popular prepared meats. The sausage and ready-to-eat products will be featured in a full-page color ad in the May 3 issue of *Life* magazine.

Profit of Swift International Was Over \$3,362,000

A GLIMPSE into the realities of the European war, from the standpoint of meat supplies being purchased by England and France, is afforded by the annual report



HARRY McLERIE

Four quarterly dividends of 50c each were paid during the year, totaling approximately \$3,000,000.

Total current assets of Swift International as of December 31 were given as \$35,293,867.16, and current liabilities, \$10,842,237.32. Pointing to an increase in product inventories of 11,807,822 pesos (about \$2,680,375.59) over the previous year, Mr. McLerie stated:

"This is due to including in inventories a large part of the products requisitioned by the British and French governments for which settlement had not been completed at the close of the fiscal year. As part of the earnings are due to higher inventory values, 1,750,000 pesos (\$397,250) have been appropriated to reserve against inventory price decline."

Exchange Reserve Intact

Mr. McLerie said that the loss on conversion to Argentine pesos of the net current investments in foreign currencies amounted to about \$1,007,858, caused by the decline in English sterling since the outbreak of the war and the depreciation of the Brazilian milreis. The foreign exchange reserve of 17,573,798 pesos, as shown on the 1938 balance sheet, was preserved intact, and depreciation rates used in 1938 were retained.

With reference to the influence of the European conflict on the company's operations, Mr. McLerie observed:

"The company's business has been affected considerably by the European war. Shortly after the outbreak of hostilities, the British government requisitioned all meat supplies in and afloat to the United Kingdom and commenced negotiations for meat contracts with Argentina, Uruguay and Brazil. In the interim, until these contracts were com-

pleted, regular shipments were continued at the request of the British government, the meat was taken over on arrival at destination and later on, a satisfactory settlement was made.

"Contracts were then arranged for agreed periods in which the company is now participating. In Australia and New Zealand, the company's output at all plants has been sold at satisfactory fixed prices for a period of one year through the respective governments in those countries.

British-French Purchasing

"French government requirements are handled by the British under a unified buying agreement. All contracts with the two governments are on an f. o. b. basis, the buyer assuming all risks of shipment. We consider the contract prices are fair and should enable us to continue operations with a reasonable margin of profit. Business with other European countries is adversely affected, but we continue to trade with buyers in neutral countries, largely on an f. o. b. plant basis, buyer arranging the necessary freight with payment made before shipment."

Current operations of the company are on a profitable basis, said Mr. McLerie, "but with present abnormal and distressing conditions in Europe no accurate forecast of prospects is possible. However, we will follow the same sound, conservative policies to protect the company's interests and maintain its high standing, and we expect to continue to do a good volume of business with remunerative results."

Consolidated income and surplus ac-



**PRODUCT IN
NEW CONTAINER**

Wilson & Co. tamales in sauce are now being marketed in this glass container of pleasing design, produced by Anchor-Hocking Glass Corp. Minor changes have also been made in the attractive label. Product is sealed with an Anchor cap.

count statement of the company, known officially as Compañía Swift Internacional, and subsidiary companies for the year ended December 31, 1939, is as follows, based on the Argentine peso's free market rate of 22.7c as of that date:

INCOME ACCOUNT

Income from operations, after adjustment of exchange on current transactions, but before charging depreciation and interest.....	\$4,780,980.84
Provision for depreciation and for amortization of leasehold properties.....	915,245.80
Net gain from operations.....	\$3,815,685.45

Other income:	
Interest and dividends received; gain on sale of marketable securities.....	1,011,682.48
	\$4,827,367.93

Other charges: Interest paid, income taxes.....	455,613.06
---	------------

Net income for the year before charging exchange loss on translation to Argentine currency of the net current asset values of foreign subsidiary companies.....	\$4,371,754.87
---	----------------

Exchange loss on translation to Argentine currency of the net current asset values of foreign subsidiary companies.....	1,007,858.21
---	--------------

Net income for year.....	\$3,363,896.66
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Net income applicable to minority interest.....	1,138.41
---	----------

Net income accrued to company.....	\$3,362,758.25
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EARNED SURPLUS ACCOUNT

Earned surplus at December 31, 1938.....	\$10,423,088.63
Net income for the year, as above.....	3,362,758.25
Reinstatement of trade investment previously written off.....	36,857.54
Provisions created in former years not required.....	142,024.50

Deduct: Appropriations to reserve for inventory price decline and legal reserves 1939.....	512,822.96
--	------------

Deduct: Dividends paid in cash during 1939—each dividend equal to 50c U. S. per share.....	13,451,906.05
--	---------------

Earned surplus as December 31, 1939.....	\$10,490,771.05
--	-----------------

General meeting of the company's shareholders will be held in Buenos Aires, Argentina, on April 25, 1940.

Operating Companies

Operating companies and plants controlled by Compañía Swift Internacional through ownership of share capital include Compañía Swift de La Plata; Compañía Swift de Montevideo; Compañía Swift do Brazil; Swift Australian Company (Pty.), Limited; and Swift New Zealand Company, Limited. These companies have operating plants at La Plata, Rosario, Rio Gallegos and San Julian, Argentina; Montevideo, Uruguay; Rio Grande, Rosario and Campinas, Brazil; Gladstone and Townsville, Australia; and also in Wairoa, New Zealand.

Directors of Swift International include Charles H. Swift, Harry McLerie, A. A. Burns, R. J. Gillies, J. O. Hanson, Seldon T. James, O. R. Kresse, H. H. Luning, W. McCurdy, Harry C. Pratt, G. A. Procter, F. Six and Guy C. Whitney. Officers are Charles H. Swift, honorary president (corresponding to chairman of the board); Harry McLerie, president; J. O. Hanson, O. R. Kresse, H. H. Luning and F. Six, vice presidents; and R. J. Gillies, secretary-treasurer.

HOW TO AVOID

... Excessive Heating & Cooling Costs.

HOW TO SAFEGUARD

... Against Spoilage in Processing.

HOW TO INSURE

... Consistent Quality for Your Products.



MOTOCO Indicating Thermometers have rigid stem for direct mounting or capillary tubing for remote reading. Priced from

\$20.



MOTOCO Recording Thermometers are priced from \$31.

For one simple, inexpensive solution to all three problems . . . use Motoco Indicating and Recording Thermometers to keep important, cost-saving temperature facts visible.

It's wasteful to guess in food processing... and unnecessary when Motoco Thermometers cost so little. They should be installed at every point in the plant where temperature is a factor.

Motoco construction eliminates all levers, hairsprings, gears and other delicate parts which would be subject to wear and adjustment. This results in most dependable performance. Motoco Thermometers can be obtained in a variety of standard scale ranges to meet individual requirements.

Made and guaranteed by an organization that pioneered in the development of the dial thermometer, and that has long specialized in the manufacture of precision thermometers for industries where accuracy is essential.

Write today for our free illustrated folder showing models and sizes. Moto Meter Gauge & Equipment Division, The Electric Auto-Lite Company, Chrysler Bldg., New York, N. Y.

MOTOCO
INDUSTRIAL THERMOMETERS

Committee Suggests Wagner Act Changes

THOROUGH revision of the Wagner labor relations act has been recommended to the U. S. House of Representatives by the Special House committee which has just completed an investigation of the law and its administration by the National Labor Relations Board. Following is an outline of the amendments:

1.—Create a new National Labor Relations Board of three members.

2.—Separate the investigatory, prosecuting and judicial functions of the board. Provide a new office of administrator to handle investigations and prosecutions; board would hear and decide complaint cases and act in representation cases.

3.—Eliminate the board's power to initiate action toward a collective bargaining election; a move for such an election could be made only by an employer and his workers. The board's services could not be invoked in a controversy between unions over the type of bargaining unit.

Judicial Review Asked

4.—Provide for court review of board decisions in representation cases.

5.—Protect freedom of expression of opinions by employer provided that there was no threat of discrimination, intimidation or coercion.

6.—Provide that rules of evidence in federal courts shall govern "so far as practicable" in board proceedings.

7.—Provide that board's findings shall be based on preponderance of evidence.

8.—Provide that courts shall be bound by board findings unless such findings are clearly erroneous, or are not supported by substantial evidence.

9.—Define the term "collective bargaining" so that it shall not be construed as compelling or coercing either party to reach an agreement or to make counter-proposals.

10.—Amend definition of term "employee" so that it will not include, for purposes of reinstatement orders, any employee who has wilfully engaged in violence or unlawful destruction or seizure of property.

11.—Provide six months statute of limitations on bringing charges of unfair labor practices.

12.—Provide six months statute of limitations on back pay awards.

13.—Provide that trial examiners' intermediate reports shall be final unless exceptions are taken.

14.—Provide for employer petitions for elections.

15.—Provide that certification orders shall be effective for one year.

16.—Provide that holding of elections shall be mandatory in certain instances.

17.—Forbid the National Labor Relations Board to engage in mediation, conciliation, or statistical work.

PROCESSING *Methods*

Dual-Purpose Loaf

An Eastern sausage manufacturer wants a formula for jellied veal loaf. He writes:

Editor THE NATIONAL PROVISIONER:

Have you a formula and directions for making jellied veal loaf? If so, we should like to have you send them to us.

The Torino style jellied veal loaf described below is a dual purpose product: It may be served as a regular cold jellied loaf or it may be broken up and heated by the housewife to make a delicious veal stew. Manufacture of such a dual purpose product gives the processor an opportunity to go after two kinds of buyers instead of one: The consumer who wants a ready-to-eat specialty and the housewife who wants a quick-serve, hot meat dish.

MEAT.—The formula calls for 150 lbs. of fresh boneless veal. Sinews are removed and the meat is cut into 2-in. pieces. The veal is placed in a steam-jacketed kettle with:

6 lbs. fresh onions (1½ lbs. powdered onions)
2 lbs. 10 oz. salt
4 oz. white pepper
water to cover

Cook the meat for 1 hour and 40 minutes, or until tender; remove the meat and strain the broth. Take 5 qts. of the strained broth and mix in the following ingredients:

2½ lbs. powdered gelatine
6 oz. refined corn sugar
8 oz. salt
8 oz. delicatessen seasoning
8 lbs. cooked and cooled egg shell macaroni
1 gal. tomato juice heated to 100 degs. F.
1½ oz. 90 grain vinegar

Many packers have found it convenient to use ready-prepared or specially-prepared seasonings in the manufacture of their loaf products. Such seasonings insure that each batch of product will be seasoned correctly and in uniformity with other lots of the same kind of loaf.

PACKAGING.—Add the cooked veal to the macaroni-broth mixture and stir well. Stuff by hand in artificial casings with a wide mouth funnel. Force loaves into N.F. 10 mold loaf pans. Cool the loaves in running cold water and hold in the cooler overnight to chill.

This loaf may also be stuffed in an open pan and the bottom decorated with pickles, carrots and pimiento, making a very attractive product for the meat dealer's display case. Appearance of the loaf may also be varied by adding some sodium nitrate before the meat is put in the kettle.

How Smithfield Style Baked Loaf Is Made

Any new way in which pork can be utilized, particularly the fat cuts, should be of interest to the packer who is trying to keep the large 1940 volume of pork moving. Smithfield style baked loaf is a distinctive product which contains over 50 per cent pork and includes S. P. belly trimmings.

MEATS.—The formula for a 200-lb. batch of this product calls for:

90 lbs. lean pork trimmings
40 lbs. veal clods
20 lbs. S. P. belly trimmings
50 lbs. veal trimmings
10 lbs. dry milk solids

Lean pork trimmings and veal clods are cured in the same manner as for

New England ham sausage and are ground through the 1-in. plate. S. P. belly trimmings are dried and smoked and then ground through the ¾-in. plate. Cured veal trimmings are chopped in the silent cutter with the dry milk solids and 10 or 12 lbs. of shaved ice.

Meats are then placed in the mixer and mixed for six to eight minutes with the following seasoning ingredients:

8 oz. cane sugar
2 oz. refined corn sugar
3 oz. maple flavoring
8 oz. delicatessen seasoning

GLAZE.—The meat mixture is filled into greased 6-lb. loaf pans and smoothed with a dome-shaped top. Long cloves are stuck in the tops of the loaves and they are brushed lightly with a mixture made from the following materials:

2 lbs. cane sugar
8 oz. paprika
8 oz. glucose
1 lb. gelatine
2½ lbs. boiling water

Put the loaves in the oven and bake at 300 degs. F. for 30 minutes; then at 250 degs. for 1 hour and 45 minutes. Drain out juice and remove loaves from pans. Place loaves on screens and smoke at 100 degs. F. for 40 or 50 minutes. Hold at room temperature overnight and wrap next morning in transparent cellulose, parchment or other suitable material.

A Complete Formula Book on

SAUSAGE And Meat Specialties

→A volume of practical ideas on the layout and equipment of sausage plants of varying size; descriptions of materials used in sausage and meat specialty manufacture; formulas and operating directions; discussions of operating troubles and means of overcoming them, and an outline of major regulations prevailing in control of sausage manufacture.

→Place your order now for this Volume 3 of the Packer's Encyclopedia. The price postpaid is \$5.00.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.

Enclosed is check or money order for \$5.00 for copy of "Sausage and Meat Specialties."

Name.....

Street.....

City.....

UTILIZING SALTY PORK

An Eastern packer has a small quantity of hams which were inadvertently cured in pickle of high strength. He wants to know if anything can be done to reduce the saltiness of such product. He writes:

Editor THE NATIONAL PROVISIONER:

We have some skinned hams which are very salty in spite of much soaking. Is there any way we can handle them to remove some of the salt?

If the hams are still salty after much soaking there is little that can be done with them. Of course, they could be sold as second or third grade at a discount, but even this procedure would be risky as such unsatisfactory product might affect the reputation of the packer's regular brands.

The meat can best be used for sausage after boning. When used in manufacture of meat loaves, frankfurts, minced ham or similar products, it should be combined with fresh meat with addition of very little, if any, salt. A small supply of such hams could be very advantageously used in sausage and would yield a good product.

Up and down the MEAT TRAIL

John J. Felin, Jr., Scion of Packing Family, Dies at 39

John J. Felin, jr., vice president of John J. Felin & Co., Philadelphia, died suddenly on March 10 in Jewish Hospital, Philadelphia, after an illness of one week. He was 39 years old.

Mr. Felin was the sole surviving son of John J. Felin, founder of the company bearing his name and president of it until 1929, when he died leaving an estate in excess of \$1,000,000. Another son, William E. Felin, who succeeded his father as president of the firm, died of pneumonia in 1937 at the age of 40.

John J. Felin, jr., joined his father's firm in 1922 after graduating from Georgetown University. Prior to becoming vice president three years ago, he had served as assistant treasurer of the company. Mr. Felin is survived by his mother, Mrs. Elizabeth Felin; his wife, Isabelle Briggs Felin; a son, John J. Felin, 3d; an aunt, Miss Mary A. Felin, who is head of the M. A. Felin chain of retail meat stores, and two sisters.

Frye Packing Co., Seattle, Will Construct \$200,000 Packing Plant in Honolulu

Frye Packing Co., Seattle, Wash., is planning to construct a meat packing plant in Honolulu at a cost of approximately \$200,000, according to Charles H. Frye, president of the company. Mr. Frye was in Honolulu recently and selected a site for the proposed plant with a frontage of 500 feet and a depth of 200 feet.

Smoking meat and processing sausage and other products will form part of the business to be carried on in the new plant. Facilities will also be provided for the refrigeration of meats and other perishable products. The Frye Packing Co. has maintained a provision center in Honolulu for many years.

An interesting sidelight in connection with this proposed plant in Honolulu, which is not generally known outside Hawaii, is the fact that there are many large island ranches in the territory.

SAFETY AWARDS TO PACKERS

Among winners of certificates of merit for perfect safety records during the twelfth annual New Jersey state-wide interplant safety contest, conducted by the N. J. Department of Labor, were the New Jersey plants of Swift & Company, Armour and Company, and the Cudahy Packing Co.; also the Jersey City Stock Yards Co., United Pure Meat Products, Inc., and J. W. Beardsley's Sons. The contest covered the last three months of 1939.

Personalities and Events Of the Week

Nathaniel Pincus, vice president of Bernard S. Pincus, Inc., Philadelphia, has returned to his office after a three weeks' trip visiting packing plants in Pennsylvania, Maryland, Washington, D. C. and Illinois. Mr. Pincus reports that one of the highlights of his trip was the three days he spent going through Chicago plants.

M. L. Rosenthal, Detroit representative of the Transparent Package Co., spent a week at the Chicago headquarters.

E. O. Brickman, president of the Illinois Meat Co., has returned to Chicago after a sojourn in Florida since around the first of the year.

With his liking for American customs still undiminished, Ray Stephenson of Hess-Stephenson, well-known brokers, returned to Chicago early this week after a trip to Old Mexico which centered about Mexico City and environs. He reports that the matador-abattoir method employed down there is much slower than the American way, but Mr. Stephenson adds that it has a lot more showmanship to it.

W. H. Malpass, beef department, Canada Packers, Limited, Toronto, Canada, was a visitor to the Chicago offices of THE NATIONAL PROVISIONER this week.

Max Denerstein, by-products department, Lincoln Farms Products Corp., New York, is enjoying the attractions of Florida these chilly days.

R. S. Risley, manager of the East Cambridge, Mass. branch of John Morrell & Co., visited in New York last week

and spent considerable time with Eastern district manager E. L. Cleary. Mr. Risley also visited the Brooklyn branch.

H. A. Mady, president, Carstens Packing Co., Tacoma, Wash., has launched a \$150,000 building and improvement program which will equip this company to manufacture and process a complete line of canned meats.

Fred Krey, president of the Krey Packing Co., St. Louis, Mo., is spending the last days of winter sojourning in Los Angeles, Cal., with Mrs. Krey. His golf games with A. O. Luer, president of the Luer Packing Co. in Los Angeles, are the talk of the town.

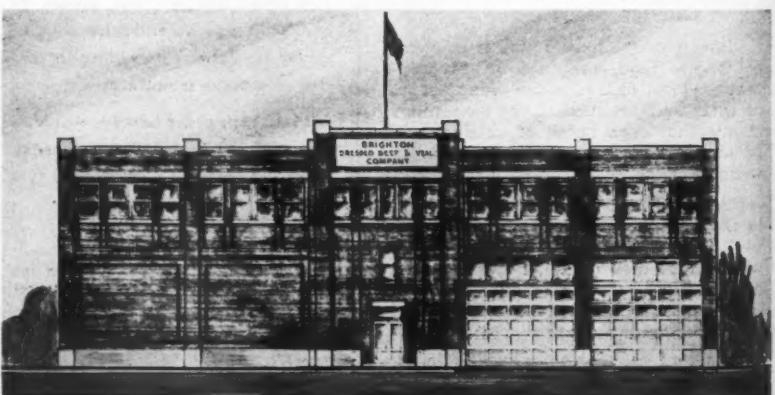
H. Harold Meyer, president of the H. H. Meyer Packing Co., Cincinnati, O., and treasurer of the Institute of American Meat Packers, is now enjoying a trip to Honolulu with Mrs. Meyer.

Herbert H. Moore, well-known Chicago by-products broker, died suddenly of a heart attack on March 14 at the age of 54. Mr. Moore, who had been in the brokerage business for over 20 years, had been in ill health for the past year.

John A. McKee, attorney for Armour and Company for 24 years, died suddenly last week of a heart attack while driving from his home in Flossmoor, Ill., to Chicago. Mr. McKee was born 50 years ago in New Castle, Pa., was graduated from Washington & Jefferson College and obtained his law degree at the University of Pennsylvania. Surviving are his widow and two brothers.

Al Wallmo, provision sales manager, Oscar Mayer & Co., Madison, Wis., was a popular visitor on the floor of the Chicago Board of Trade last Tuesday.

The many friends of Barney Odell don't have to look twice to know that



NEW EASTERN MEAT PLANT

Architect's drawing of the building to be constructed in Somerville, Mass., for the Brighton Dressed Beef and Veal Co. The plant was designed by Morris Fruchtbaum, architect and engineer of Philadelphia, Pa.

he has been South. He's greeting them through one of the finest coats of tan seen in these parts for some time. Back in his office at Odell & Whitting, Chicago brokers, he reports having had a fine time down Biloxi way.

Paul I. Aldrich, president and editor emeritus of **THE NATIONAL PROVISIONER**, who is basking in the Arizona sun at Litchfield Park, reports having had a most welcome visit from **Herman Lindner**, president of the Lindner Packing & Provision Co., Denver, Colo. Mr. Lindner, with Mrs. Lindner and Mrs. Albert Klingstein, wife of the vice president of the company, have been spending a few weeks in Arizona en route to the Pacific Coast on Mr. Lindner's annual vacation trip.

D. B. Jerolaman, secretary-treasurer, Foell Packing Co., Chicago, has been elected to the board of directors of the Junior Traffic Club of Chicago.

William J. Stange, president, Wm. J. Stange Co., Chicago, is now in California on a combination business and pleasure trip. Stopping at the Ambassador Hotel in Los Angeles, Mr. Stange has been spending considerable time renewing old acquaintanceships on the West Coast.

Phil Tovrea, president of the Tovrea Packing Co., Phoenix, Ariz., is spending some time in California in connection with his cattle and sheep operations at Phoenix.

Dan Gallagher, popular Chicago provision broker, will return home next week after spending some time enjoying himself in Florida.

Morris Gordon, president, and **Hugo Jassny**, general manager, Acme Packing Co., Seattle, Wash., are being congratulated on the fine progress their company has been making. They have just completed an extensive rebuilding program and are now considering the addition of new smokehouse equipment.

Max Salzman, head of the Salzman Casings Corp., Chicago, is back home after spending six weeks on the West Coast.

Bill Mueller, West coast representative of the John E. Smith's Sons Co., Buffalo, N. Y., has just been released from the hospital and reports that he is feeling much better.

A. A. Levinson, general sales manager, Glidden Co., Chicago, started on a combined business and pleasure trip to California and the West, but reports that thus far he has not succeeded in finding any time for pleasure.

Ira Marland, casing expert with John Morrell & Co., Ottumwa, Ia., made a flying trip to Chicago this week.

Thos. E. Behrendsen of the Packers' Hide Association, left early this week for ten days of rest and relaxation at Hot Springs, Ark.

"Mike" Lillenthal, of the Lillenthal Co., Chicago by-products brokers, returned this week from two weeks' vacation in Florida.

"Pete" Golas, Superior Packing Co., Chicago, has just returned home most reluctantly after several enjoyable

IN GRAVER CO. SALES COOLER

Dewey Graver, secretary, H. Graver & Co., Chicago, inspects the beef sales cooler of the company's new and enlarged plant, whose opening was announced last week in **THE NATIONAL PROVISIONER**. A later issue will carry floor plans and additional scenes of the plant. (National Provisioner Photo.)



weeks spent in Florida's sunshine.

O. B. Joseph, president, James Henry Packing Co., Seattle, Wash., is being congratulated by many of his friends on the exceptionally effective advertising job he has been doing in Seattle newspapers, tying in with the I.A.M.P. pork sausage campaign.

The name of the Star Packing, Inc., Shenandoah, Pa., will be changed to Eagle Packing, Inc. in the near future and the business will be run on a cooperative basis, according to reports. All assets of the Shenandoah Abattoir Co., Shenandoah, Pa., have been sold to Top Packing, Inc. This company, in turn, has leased all its properties and equipment to Eagle Packing, Inc.

Tim Morrow, advertising manager of the Transparent Package Co., Chicago, is a mighty proud husband these days because his wife, **Kay Morrow**, has just auditioned for the Chicago Civic Opera with such successful results that she will be numbered among the artists appearing in the 1940-41 season.

Frank C. Sauer, Standard Hide Co., Pittsburgh, stopped off in Chicago last weekend on his way home after a trip to the Hawaiian Islands.

Pureta Sausage Co., Sacramento, Cal., is installing a new sausage kitchen at a reported cost of \$80,000.

William Greenhouse of **Reneé Packing Co.**, Syracuse, N. Y., was in Buffalo this week looking over sausage plants for ideas to be used in building an addition for sausage manufacturing.

In the News 40 Years Ago (From The National Provisioner, March 17, 1900.)

The rapid succession of two such important moves in the meat industry as the establishment of a Chicago plant by Schwarzchild & Sulzberger Co. of New York, and the lease of the Eastman plant in New York City by Swift & Company is a most gratifying sign of

healthy life in the trade. If firms of such sagacity and enterprise are convinced that the time for further expansion has arrived, it is perfectly safe to assume that conditions are healthful and promising. Leaders in the meat packing industry have also concluded that while there are still marked differences, both in the manufacture and sale of meat between the East and West, such differences are no longer big enough to preclude operations in both sections by the same parties. East and West are rapidly coming nearer to each other and are bound to be practically one within a reasonable time, not only politically, but also commercially.

Anderson Fowler, president, Anglo-American Provision Co., Chicago, has purchased controlling interest in George Fowler & Son Co., Ltd., Kansas City packinghouse. George Fowler, who directed the big Kansas City house, has been in poor health for some time and has been ordered to take a long rest. Management of the Kansas City plant will fall upon the shoulders of **S. A. McLean**, jr., vice president and general manager of the Anglo-American Provision Co., who has been so successful in making money for that concern.

In the News 25 Years Ago

(From The National Provisioner, March 13, 1915)

Official government reports of exports of meat and dairy products for the month of January, 1915, and the past seven months, indicate the effect of the European war on this trade. Beef exports have increased heavily through army orders, while exports of fats, and to some extent those of hog products, have fallen off.

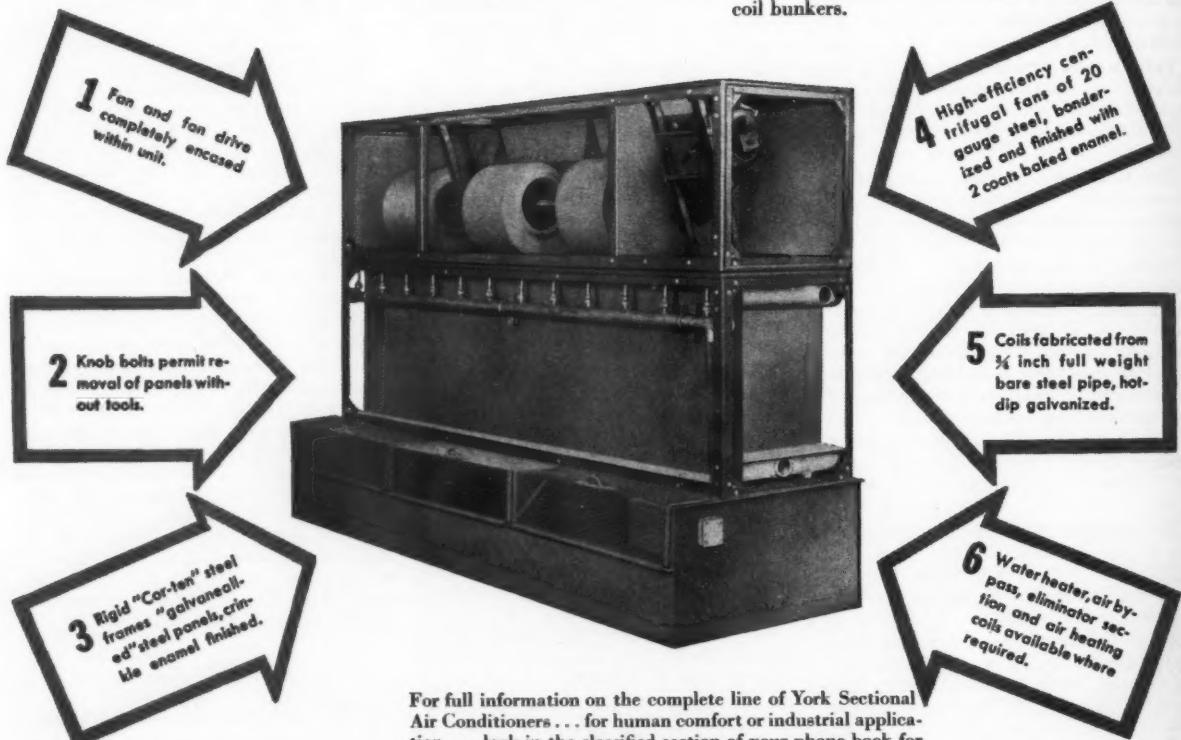
Meat product exports in January were four million dollars more in value than a year ago, while for the seven months—practically covering the war period to date—export values were

(Continued on page 40.)

Check these

York Industrial Air Conditioners For

- ✓ **FLEXIBILITY**
- ✓ **SAVINGS**
- ✓ **RUGGEDNESS**



For full information on the complete line of York Sectional Air Conditioners . . . for human comfort or industrial application . . . look in the classified section of your phone book for the York trade-mark.

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Headquarters Branches and Distributors throughout the World

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Refrigeration and Air Conditioning for every Industrial Application • Comfort Air Conditioning for every type of Store, Restaurant, Office, Hotel, Institution or Residence • Marine Refrigeration and Air Conditioning • Yorkaire Automatic Heating • Refrigeration for every Commercial Use; Hotel and Restaurant Refrigerators; Beverage Dispensing Equipment • FlakIce Machine — Ribbon Ice in 60 Seconds • Dairy and Ice Cream Plant Equipment • Refrigeration Accessories and Supplies.

REFRIGERATION and Air Conditioning

MEAT PLANT REFRIGERATION

A Complete Course for
Executives and Workers
Prepared by—
The National Provisioner

Questions and Answers

THE first 32 questions and answers in this review series were published in the March 9 issue of THE NATIONAL PROVISIONER.

These questions enable the student to check on the thoroughness with which he has absorbed information in recent lessons, and are particularly designed to help him determine which lessons he should review before continuing his study of the subjects in future issues.

Packers, meat plant engineers, and packinghouse workers interested in refrigeration, even though they may not be students of the Provisioner course in meat plant refrigeration and air conditioning, will find much practical information on the theory and operation of meat plant refrigerating systems in the answers to these questions.

Begin with Question 33

33.—What are the advantages of an injector?

A.—Sudden increase in piston rod temperature might ruin the packing. When piston rod runs hot, the temperature may be brought back to normal by easing up packing pressure and applying injector. There is a high ratio of compression with low suction pressure and the discharge temperature may become excessive. In such event, liquid cooling is used to avoid breaking down of ammonia gas, breaking down the cylinder lubricant, and to prevent sticking of discharge valves.

34.—What is superheat?

A.—The heat above that corresponding to the pressure, as shown by a pressure gauge.

35.—Can gas at a temperature of minus 30 degs. F. be superheated?

A.—Yes.

36.—What is effect of a broken piston ring on a compressor?

A.—Discharge temperature increases; the cylinder may be scored.

37.—How can it be determined whether or not a piston ring is broken?

A.—Pull out piston and examine rings.

38.—What is the function of a lantern in a packing gland?

A.—It permits relief of gas which leaks from the high side. It also is the point at which ammonia is injected to cool the rod.

39.—Why cannot steam packing be used on ammonia compressor rods?

A.—It is too hard and not sufficiently elastic, and probably would score the rod. Principal ingredient of steam packing is asbestos; this material does not stand up satisfactorily under repeated applications of high and low temperatures.

40.—How can the lineal speed of an ammonia compressor piston be determined? What is the maximum limit of speed?

A.—Determine r.p.m. of compressor. Multiply twice the length of stroke by r.p.m. to get speed in feet per minute. Maximum speed is 600 ft. per minute.

41.—How can oil be introduced into crankcase of a duplex compressor working at a pressure higher than atmosphere?

A.—Pump it in.

42.—Can a duplex ammonia compres-

sor be used as an air compressor?

A.—Yes.

43.—What is the direction of rotation of a vertical duplex ammonia compressor?

A.—Generally, clockwise.

44.—Can a vertical duplex ammonia compressor be operated backward?

A.—No.

45.—How is a vertical duplex ammonia compressor pumped out when the ammonia cylinders must be opened for inspection?

A.—Close suction valve and operate machine until it is pumped out, as indicated by suction gauge.

46.—What is a false head on an ammonia compressor?

A.—The spring loaded head placed under true head and designed to release the pressure in case slugs of ammonia are trapped in cylinder.

47.—What is a poppet valve? A feather valve? Are there any other types of ammonia valves?

A.—A poppet valve is a spring loaded valve which has a stem. A feather valve is of the plate type. It is very light in weight and wafer thin. Another type of ammonia compressor valve is the ring plate design.

48.—Why is a scale trap used and where is it installed?

A.—It prevents scale and welding beads from entering the cylinder where they would cause damage. The scale trap is installed on the suction side.

49.—What is a suction check valve and what is its purpose?

A.—It is a valve operated by hand from outside the building in which the compressor is installed. A suction check valve prevents escape of ammonia into the engine room in case a cylinder head is blown off or broken.

50.—What is a discharge check valve and its purpose?

A.—It prevents pressure of discharge gas from backing up into the discharge valves. It also prevents ammonia in the condenser from draining into engine room in case a cylinder head is broken or blown off. This valve operates automatically.

51.—What is an oil trap and where is it installed?

A.—This trap is installed on the discharge side close to the compressor. It removes entrained oil from discharge gases.

52.—What is the source of the oil which collects in a refrigerating system?

A.—It is oil introduced into the cylinder for lubricating purposes.

53.—When there is a battery of com-

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pressors, why is it desirable to have suction and discharge gauges on each machine if there are gauges on main suction and discharge lines?

A.—These gauges will indicate any trouble which may develop in the individual machines.

54.—How many types of oil are used to lubricate a steam-driven ammonia compressor?

A.—Three—engine, cylinder and ice machine oils.

55.—How many types of oil are used to lubricate a motor-driven compressor?

A.—Two—motor and ice machine.

EDITOR'S NOTE.—Another list of questions and answers will appear in the next issue.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, week previous to March 13.

—Week ended March 13.—March 6. Sales. High. Low. Close. Close.

Amal. Leather.	....	....	....	....	1%
Do. Pfd.	....	....	....	....	15%
Amer. H. & L.	2,300	5 1/4	5	5	5%
Do. Pfd.	....	....	....	....	34%
Amer. Stores.	500	13	13	13	13
Armour Ill.	17,800	6 1/4	5%	5%	6 1/4
Do. Pr. Pfd.	3,700	57	54	54	55
Do. Pfd.	....	....	....	....	64%
Do. Del. Pfd.	200	110	109 1/2	109 1/2	109 1/2
Beechnut Pack.	....	....	....	....	123 1/2
Bohack, H. C.	....	....	2	2	1%
Do. Pfd.	....	....	....	....	27 1/2
Chick. Co. Oil.	2,500	13 1/2	12 1/2	12 1/2	12 1/2
Childs Co.	900	8	5 1/2	5 1/2	5 1/2
Colahey Pack.	500	14 1/2	14	14	14
Do. Pfd.	....	40	70	69	69
First Nat. Stra.	1,800	45 1/2	44	44	45 1/2
Gen. Foods.	3,900	48 1/2	47	47	48 1/2
Do. Pfd.	4,600	117	116 1/2	117	116
Glindeon Co.	1,010	18	17 1/2	18	18 1/2
Do. Pfd.	200	44	44	44	43
Gobel Co.	3,600	3	3 1/2	3 1/2	3 1/2
Gt. A. & P.	150	109 1/2	100	100	100
Do. 1st Pfd.	75	184	181 1/2	181 1/2	184
Hormel, G. A.	....	....	....	....	35
Hygrade Food.	400	3	2 1/2	2 1/2	2 1/2
Kroger G. & B.	3,500	31 1/2	30 1/2	31 1/2	30 1/2
Levy McNeil.	550	7 1/2	7 1/2	7 1/2	7 1/2
Miscellaneous Co.	700	3 1/2	3 1/2	3 1/2	3 1/2
M. & H. Pfd.	220	6 1/2	6 1/2	6 1/2	6 1/2
Morrell & Co.	....	....	....	....	43%
Nat. Tea.	27,800	7 1/2	6 1/2	6 1/2	6 1/2
Proc. & Gamb.	4,800	69%	68%	69%	69%
Do. Pr. Pfd.	290	114 1/2	113 1/2	114 1/2	113 1/2
Rath Pack.	....	....	....	....	34
Safeway Stra.	12,500	52 1/2	50 1/2	52 1/2	50 1/2
Do. 5% Pfd.	210	110%	110 1/2	110 1/2	110 1/2
Do. 6% Pfd.	30	112	112	112	113 1/2
Do. 7% Pfd.	190	115	115	115	114 1/2
Stahl Meyer.	100	1 1/4	1 1/4	1 1/4	1 1/4
Swift & Co.	5,400	23 1/2	22 1/2	22 1/2	23
Do. Int'l.	1,700	82 1/2	81 1/2	82	82
Tremper, W.	....	....	....	....	8 1/2
U. S. Leather.	500	5 1/2	5 1/2	5 1/2	5 1/2
Do. A.	820	10 1/2	9 1/2	9 1/2	10
Do. Pr. Pfd.	200	62 1/2	61 1/2	61 1/2	63
United Stk Yds.	200	2 1/2	2 1/2	2 1/2	2 1/2
Do. Pfd.	500	7 1/2	7 1/2	7 1/2	7 1/2
Wesson Oil.	1,300	24%	22%	22%	23
Do. Pfd.	....	....	....	....	68
Wilson & Co.	7,800	6	5 1/2	5 1/2	5 1/2
Do. Pfd.	400	67	64	64	62

FINANCIAL NOTES

Directors of Rath Packing Co. have declared a dividend of 25c on the common stock, payable April 1 to shareholders of record March 20.

A dividend of 50c per share has been declared on the common stock of John Morrell & Co., payable April 25. Books close March 30.

Directors of Union Stock Yards of Omaha have authorized a quarterly dividend of \$1.00 on the stock of the organization, payable March 31 to shareholders of record March 21.

PRODUCE IN COLD STORAGE

Cold storage holdings of butter, cheese, and eggs on hand March 1, 1940, with comparisons:

	Mar. 1, 1940. M lbs.	Mar. 1, 1939. M lbs.	5-yr. av. M lbs.
Butter, creamery	18,278	92,780	30,190
Butter, packing stock	5	56	72
Cheese, American	66,594	77,270	72,221
Cheese, Swiss	4,489	5,444	4,354
Cheese, brick & Munster	796	454	617
Cheese, Limburger	931	659	607
Cheese, all other varieties	8,874	7,658	6,134
Egg, shell, cases	81	165	163
Eggs, frozen	37,474	44,476	50,080
Eggs, frozen, case equivalent	1,071	1,271	1,448
Total case equivalent both shell & frozen	1,152	1,436	1,611
Mar. 1, 1940. M lbs.			
Broilers	8,743	9,289	12,282
Fryers	6,094	11,635	11,588
Roasters	21,312	26,718	25,734
Fowls	20,387	18,391	18,477
Turkeys	63,756	26,958	26,271
Ducks	2,675	2,991	2,166
Miscellaneous	14,121	20,247	16,913
Unclassified Poultry	7,106	—	—
Total	144,743	116,229	113,481

FROZEN POULTRY STOCKS

Stocks of frozen poultry on hand March 1, 1940 compared with 1939 and the five-year average.

	Mar. 1, 1940. M lbs.	Mar. 1, 1939. M lbs.	5-yr. av. M lbs.
Broilers	8,743	9,289	12,282
Fryers	6,094	11,635	11,588
Roasters	21,312	26,718	25,734
Fowls	20,387	18,391	18,477
Turkeys	63,756	26,958	26,271
Ducks	2,675	2,991	2,166
Miscellaneous	14,121	20,247	16,913
Unclassified Poultry	7,106	—	—
Total	144,743	116,229	113,481

¹Carried under "miscellaneous" poultry previous to Jan. 1, 1940.

CASE HISTORY of ICE SAVINGS

27 TONS OF VILTER PAKICE BRIQUETTES EVERY 24 HOURS

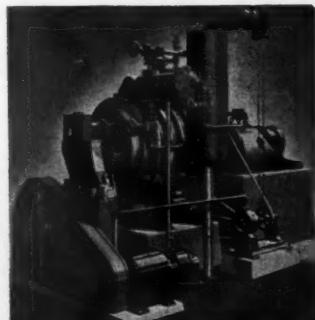
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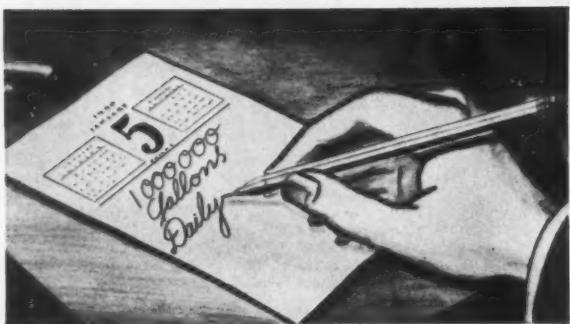
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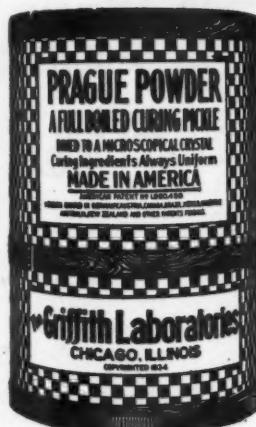
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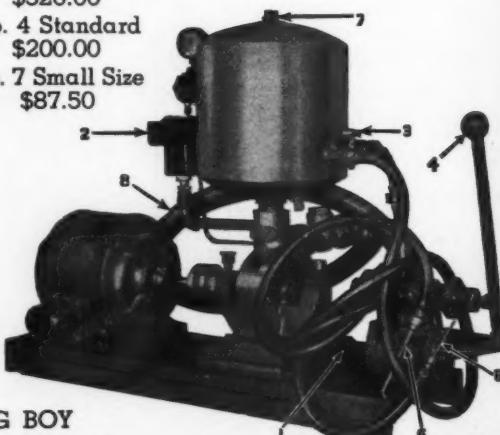
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U. S. Lard Stocks Set New All-Time High on March 1 at 258 Million Lbs.

STORAGE stocks of lard in the United States on March 1 were the largest on record, totaling 258,029,000 lbs. and exceeding the previous all-time high of September 1, 1933, by 33,553,000 lbs. Stocks of meat on March 1 were greater than those of a month earlier and larger than holdings on the same date last year and the five-year average for March 1.

Pork in cure and in the freezer on March 1 totaled 648,225,000 lbs., which, while showing a slower rate of accumulation than lard, stood highest since June, 1937.

Lard holdings on March 1 showed an increase of 27 per cent during the month, were 59 per cent above the January 1 stocks and more than double the five-year average for that date at 126,732,000 lbs. This total was also more than double the 125,281,000 lbs. on hand March 1, 1939.

Special Aid Is No Check

This rapid accumulation of lard was in spite of government buying for relief, the low price of lard, sales to soapers and special merchandising effort to promote use of lard by consumer. Export buying of lard during the last few months has been greater than a year ago, but increase in sales has been comparatively small in relation to the vast increase in lard production.

Pork holdings showed an increase of

59,624,000 lbs., or 10 per cent, compared with February 1 stocks, and were 106,087,000 lbs., or 19 per cent above March 1, 1939. Pork stocks were only 7 per cent above the five-year average for the month at 603,700,000 lbs.

Frozen and cured trimmings for use in sausage and meat loaf manufacture totaled 106,254,000 lbs., or an increase of approximately 38,000,000 lbs. over March 1, 1939, and 20,000,000 lbs. above the five-year average. Stocks of beef in cure at 74,678,000 lbs., while under the five-year average, showed a decided increase over the short stocks of 46,727,000 lbs. on March 1, 1939, when there was a marked scarcity of plainer cattle for manufacturing purposes.

MEAT AND LARD STOCKS

	Mar. 1, '40	Feb. 1, '40	5-Year av.
	lbs.	lbs.	Mar. 1—lbs.
Beef, frozen	60,894,000	64,023,000	72,919,000
In cure	10,320,000	10,000,000	14,000,000
Cured	3,964,000	3,553,000	5,987,000
Pork, frozen	206,415,000	238,422,000	211,121,000
D. S. in cure	45,106,000	48,923,000	42,453,000
D. S. cured	38,633,000	32,024,000	36,880,000
S. P. in cure	155,799,000	150,475,000	176,978,000
S. P. cured	109,272,000	98,747,000	130,268,000
Lamb and Mutton			
frozen	4,465,000	4,412,000	4,434,000
Frozen & Cured			
Trimmings, etc.	106,254,000	103,682,000	86,223,000
Lard	258,029,000	202,175,000	126,732,000
Product placed in			5-Year Av.
case during:	Feb., 1940	Feb., 1939	
Beef, frozen	12,772,000	9,458,000	12,332,000
In cure	4,706,000	4,523,000	4,953,000
Pork frozen	92,517,000	50,334,000	48,661,000
D. S. pk. put			
In cure	43,080,000	36,571,000	34,365,000
S. P. pk. put			
In cure	170,202,000	133,653,000	127,759,000
Lamb & Mutton			
frozen	1,516,000	673,000	705,000

HOG CUT OUT RESULTS IMPROVE AT CHICAGO

Loss on light and medium butchers was 7c and 8c smaller this week, with loss on heavies increasing 1c per cwt. Decline in hog prices of from 7c to 13c per cwt., compared with declines of 3c to 4c in total product values. Hog prices and product values from THE NATIONAL PROVISIONER DAILY MARKET SERVICE; cutting percentages from actual tests in Chicago plants.

Pct. live wt.	Price per cwt.	Value alive	Pct. live wt.	Price per cwt.	Value alive	Pct. live wt.	Price per cwt.	Value alive	
180-220 lbs.									
Regular hams	14.00	11.3	\$ 1.58	13.70	11.3	\$ 1.55	13.50	11.3	\$ 1.53
Picnics	5.60	8.0	.45	5.40	7.8	.42	5.10	7.7	.39
Boston butts	4.00	10.0	.40	4.00	9.8	.39	4.00	9.1	.36
Loins (blade in)	9.80	11.8	.16	9.60	11.3	.18	9.10	10.6	.96
Bellies, S. P.	11.00	8.5	.94	9.70	8.0	.78	8.10	6.3	.20
Bellies, D. S.	...	...	...	2.00	4.3	.09	9.90	4.3	.43
Fat backs	1.00	3.4	.03	3.00	3.6	.11	4.50	4.3	.19
Plates and jowls	2.50	3.0	.08	3.00	3.0	.09	3.30	3.0	.10
Raw leaf	2.10	4.7	.10	2.20	4.7	.10	2.10	4.7	.10
P. S. lard, rend. wt.	12.40	5.1	.63	11.00	5.1	.56	10.20	5.1	.52
Spareribs	1.60	6.1	.10	1.60	6.0	.10	1.50	5.9	.06
Trimmings	3.00	4.0	.15	2.80	4.9	.14	2.70	4.9	.14
Feet, tails, neckbones	2.00	...	.04	2.00	...	.04	2.00	...	.04
Offal and miscellaneous	...	...	.22	...	...	.22	...	...	.22
TOTAL YIELD AND VALUE	69.00	\$ 5.88		70.00	\$ 5.67		71.00	\$ 5.27	
Cost of hogs per cwt.		\$ 5.36			\$ 5.33			\$ 4.96	
Condemnation loss		.03			.03			.03	
Handling and overhead		.58			.50			.45	
TOTAL COST PER CWT. ALIVE	\$ 5.97				\$ 5.86			\$ 5.44	
TOTAL VALUE	5.88				5.67			5.27	
Loss per cwt.		\$.09			\$.19			\$.17	
Loss per hog		.18			.44			.48	

FSCC PURCHASES LARD

According to the Washington office of the Institute of American Meat Packers, the Federal Surplus Commodities Corp. has purchased 9,954,000 lbs. of lard from offers of approximately 18,000,000 lbs.

Fat back purchases by the FSCC were reported at about 1,500,000 lbs.

Lard was bought from the following packers:

Roberts & Oake, Inc.; Wilson & Co.; Agar Pkg. & Prov. Co.; Swift & Company; Oscar Mayer & Co.; Hunter Pkg. Co.; Hammond Standish & Co.; Hygrade Food Products Co., Detroit and Wheeling; Hughes Curry Pkg. Co.; Emge & Sons Co.; Kingan & Co.

Armour and Company; Home Pkg. & Prov. Co.; Chas. Sucher Pkg. Co.; Lake Erie Provision Co.; Wilmington Provision Co.; Wm. Schluderberg-T. J. Kurde Co.; Albert F. Goetze, Inc.; John A. Gebelein, Inc.; Jacob Dold Pkg. Co.; Cudahy Pkg. Co.; Keeffe Pkg. Co.

East Tennessee Pkg. Co.; Ohio Provision Co.; King Pkg. Co.; John J. Felin & Co.; Rath Pkg. Co.; Theurer-Norton Prov. Co.; Frye Pkg. Co.

PORK PRODUCTS EXPORTS

Exports of provisions from Atlantic and Gulf Ports for week ended March 9, 1940, as far as segregation is available:

TOTAL EXPORTS BY PORTS.

From	Pork, Bbls.	Hams, M lbs.	Lard, M lbs.
New York	165	1,269	627
New Orleans	...	...	1,043
Total week	165	1,269	1,670
Previous week	...	1,340	2,967
2 weeks ago	...	...	1,366
Cor. week 1939	95	3,412	3,515

SUMMARY NOV. 1, 1939 TO MARCH 9, 1940.

	1939, to 1940	1938, to 1939
Pork, M lbs.	135	50
Bacon and Hams, M lbs.	25,160	76,920
Lard, M lbs.	36,960	73,352

*Export data not available from Canadian ports.

MEAT IMPORTS AT NEW YORK

Imports for the period February 29 to March 6, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Argentina—Canned corned beef	...	156,582
Brazil—Canned corned beef	...	540
Canada—Fresh chilled calf livers	...	120
—Fresh frozen ham	...	27,039
—Fresh frozen beef tongues	...	19,567
—Smoked sausage	...	362
—Smoked bacon	...	4,164
Cuba—15 fresh frozen beef carcasses	...	8,840
Denmark—Smoked sausage	...	1,100
France—Liverpaste in tins	...	575
Holland—Cooked sausage in tins	...	750
Italy—Smoked sausage	...	14,671
—Salami	...	5,198
—Smoked ham	...	316

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended March 9, 1940, were:

Week Mar. 9	Previous week	Same week '39
Cured meats, lbs. 16,478,000	15,152,000	12,790,000
Fresh meats, lbs. 61,976,000	64,174,000	47,717,000
Lard, lbs. 2,204,000	3,434,000	3,787,000

CHICAGO PROVISION MARKETS

CASH PRICES

Based on actual carlot trading Thursday,
March 14, 1940

REGULAR HAMS	
Green.	*S.P.
8-10	13
10-12	12%
12-14	11%
14-16	11%
16-18 range	11%

BOILING HAMS	
Green.	*S.P.
16-18	11%
18-20	11%
20-22	11%
16-18 range	11%
16-22 range	11%

SKINNED HAMS	
Green.	*S.P.
10-12	13%
12-14	13%
14-16	12%
16-18	12%
18-20	12%
20-22	12%
22-24	12%
24-26	11%
26-30	10%
25/up, No. 2's inc.	9% @ 10

PICNICS	
Green.	*S.P.
4-6	8%
6-8	8%
8-10	8%
10-12	7%
12-14	7%
8/up, No. 2's inc.	7%

Short shank 8% over.

BELLIES	
(Square cut seedless)	
Green.	*D.C.
6-8	9%
8-10	8%
10-12	7% @ 7%
12-14	7%
14-16	6%
16-18	6%

*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES

18-20	5%
20-25	5%

D. S. BELLIES

Clear.	Rib.
16-18	5%
18-20	5%
20-25	5%
25-30	5%
30-35	5%
35-40	5%
40-50	4%

D. S. FAT BACKS

6-8	4%
8-10	4%
10-12	4%
12-14	5%
14-16	5%
16-18	5%
18-20	5%
20-25	5%

OTHER D. S. MEATS

Regular plates	6-8	5
Clear plates	4-6	4
D. S. jowl butts	3%	
S. P. jowls	3%	
Green square jowls	4% @ 4%	
Green rough jowls	3% @ 3%	

CHICAGO LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

Cash.	Loose.	Leaf.
Saturday, Mar. 9	6.20n	5.35
Monday, Mar. 11	6.17ax	5.27½b
Tuesday, Mar. 12	6.00ax	5.20
Wednesday, Mar. 13	5.96ax	5.12½n
Thursday, Mar. 14	5.96ax	5.10n
Friday, Mar. 15	5.77½n	4.90ax

Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chgo.	7.12½
Kettle rend., tierces, f.o.b. Chgo.	8.12½
Leaf, kettle rend., tierces, f.o.b. Chgo.	8.12½
Neutral, tierces, f.o.b. Chicago	7.87½
Shortening, tierces, c.a.f.	10.00

FUTURE PRICES

SATURDAY, MARCH 9, 1940.

LARD—	Open.	High.	Low.	Close.
Mar.	... 3.35	...	...	6.15b
May	... 6.35	...	...	6.35
July	... 6.55	...	...	6.55ax
Sept.	... 6.75	6.75	6.70	6.70b
Oct.	... 6.75	...	...	6.75

Sales: May, 9; July, 11; Sept., 16; Oct., 4; total, 48 sales.

Open interest: Mar., 1; May, 1,518; July, 862; Sept., 680; Oct., 60; total, 3,130 lots.

MONDAY, MARCH 11, 1940.

LARD—	Open.	High.	Low.	Close.
Mar.	... 6.15	...	...	6.15ax
July	... 6.25	6.27½	6.25	6.25
Sept.	... 6.67	6.67½	6.65	6.65ax
Oct.	... 6.70	...	...	6.70b

Sales: Mar., 1; May, 17; July, 28; Sept., 24; Oct., 2; total, 72 sales.

Open interest: Mar., 1; May, 1,506; July, 872; Sept., 663; Oct., 59; total, 3,131 lots.

TUESDAY, MARCH 12, 1940.

LARD—	Open.	High.	Low.	Close.
Mar.	... 6.25	...	...	5.25ax
May	... 6.35	...	...	5.87½ax
July	... 6.70	...	...	6.70ax

Sales: May, 10; July, 12; Sept., 20; Oct., 1; total, 43 sales.

Open interest: Mar., 1; May, 1,505; July, 875; Sept., 700; Oct., 59; total, 3,140 lots.

CLEAR BELLIES—

Mar.	Open.	High.	Low.	Close.
Mar.	... 5.25	...	...	5.25ax
May	... 6.35	6.27½	6.20	6.20b
July	... 6.45	6.47½	6.40	6.40ax
Sept.	... 6.65	6.65	6.60	6.60ax
Oct.	... 6.70	...	...	6.70ax

Sales: May, 10; July, 12; Sept., 20; Oct., 1; total, 43 sales.

Open interest: Mar., 1; May, 1,473; July, 861; Sept., 736; Oct., 60; total, 3,131 lots.

CLEAR BELLIES—

Mar.	Open.	High.	Low.	Close.
Mar.	... 5.75	5.77½	5.75	5.75
May	... 6.30	...	...	6.50ax

Sales: May, 31; July, 20; Sept., 27; total, 78 sales.

Open interest: Mar., 1; May, 1,463; July, 870; Sept., 733; Oct., 60; total, 3,147 lots.

CLEAR BELLIES—

Mar.	Open.	High.	Low.	Close.
Mar.	... 5.75	...	...	5.25n
May	... 6.35	6.37½	6.25	6.25b
July	... 6.35	6.57½	6.42½	6.45
Sept.	... 6.65	6.65	6.52½	6.52½b
Oct.	... 6.60	6.60	6.52½	6.52½b

Sales: May, 31; July, 20; Sept., 27; total, 78 sales.

Open interest: Mar., 1; May, 1,463; July, 870; Sept., 733; Oct., 60; total, 3,147 lots.

FRIDAY, MARCH 15, 1940.

LARD—	Open.	High.	Low.	Close.
Mar.	... 6.00	...	5.80	5.72½ax
May	... 6.00	6.00	5.80	5.85ax
July	... 6.25	6.25	6.02½	6.05b
Sept.	... 6.45	6.45	6.22½	6.25ax
Oct.	... 6.50	6.50	6.32½	6.32½ax

Sales: May, 31; July, 20; Sept., 27; total, 78 sales.

Open interest: Mar., 1; May, 1,463; July, 870; Sept., 733; Oct., 60; total, 3,147 lots.

CLEAR BELLIES—

Mar.	Open.	High.	Low.	Close.
Mar.	... 5.75	...	...	5.25n
May	... 6.35	...	...	5.75ax
July	... 6.70	...	...	6.40ax

Sales: May, 31; July, 20; Sept., 27; total, 78 sales.

Open interest: Mar., 1; May, 1,463; July, 870; Sept., 733; Oct., 60; total, 3,147 lots.

Provisions and Lard

TREND in the pork and lard markets was somewhat mixed this week with lard futures going to new lows, light joints declining fractionally in the carlot market and backs and bellies showing some small gains.

LARD.—Combination of inside and outside factors was too much for lard futures and values dipped to new lows. Decline in lard began Monday under pressure of packer and commission house selling. Prices were about steady Tuesday with packer support offsetting cash house selling induced by the disappointing February cotton oil consumption.

There was a sharp decline at midweek under liquidating sales by longs. U. S. lard stocks increased to a new record and were much larger than expected. Weakness in grains and Russo-Finnish peace were other depressing factors and packer support failed to check the decline. Lard was a little firmer Thursday in sympathy with grains and cotton oil, but the closing was barely steady. Thursday's close was 22½ (March) to 27½ points under last Friday.

Demand was good at New York and the market was lower with futures. Prime western was quoted at 6.40@6.60c; middle western, 6.40@6.60c; New York City in tierces, 6@6½c, tubs, 6½@6½c; refined continent, 6½@6½c; South America, 6%@6½c; Brazil kegs, 6½@6½c; shortening in carlots, 9½c, smaller lots, 9½c.

CARLOT TRADING.—Green regular hams were available at the market this week with little interest shown. The 8/10 and 10/12 green regulars were marked down ¼c but balance of list was unchanged. The 8/10 S. P. regulars were ½c lower. There was considerable interest in green skinned hams late last week and some trade early this week; later inquiries were more quiet with buyers talking lower prices and the 12/14 and 14/16 down ¼c. S. P. skinned hams were easy with light and mediums ¼c lower. Inquiries were moderate for light green picnics and heavies were lower on sales of 8-lb. and up at 7½c and 7¾c.

Fresh and frozen green bellies were available at the market with some selling pressure on the light end; light cured bellies sold higher with 6/8 at 10½c and 8/10 at 9½c. Market on D. S. bellies strengthened late last week and has been firm ever since; there were sales, particularly of 25/30, at ½c advance over last Friday. Market for D. S. fat backs was quiet but steady; light and mediums were held at premium over the list; 12/14 and 14/16 advanced ¼c on sales.

FRESH PORK.—The Chicago market had a rather weak tone early in the week and loins lost ¼c; there was persistent demand for Boston butts and these advanced 1c to 11½c. The 8/10 loins were quoted Thursday, after ¼c recovery, at 13c. Boneless butts were steady and skinned shoulders steady.

Watch the Classified Advertisements page for bargains in equipment.

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

Carcass Beef

	Week ended	Cor. week,	Fresh Pork and Pork Products
	March 13, 1940.	per lb.	
Prime native steers—			
400-600	18½@19	20	Pork loins, 8-10 lbs. av. @13½
600-800	18½@19	20	Picnics @9
800-1000	18½@19	20	Skinned shoulders @9½
Good native steers—			Tenderloins @25
400-600	15%@16%	17	Spare ribs @9
600-800	15%@16%	17	Back fat @5½
800-1000	15%@16%	17	Boneless butts, cellar trim, 2@4 @14
Medium steers—			Hocks @8
400-600	14½@15%	14½@15	Tails @5
600-800	14@14½	14@15	Neck bones @4
800-1000	14@14½	14@16	Slim bones @9
Heifers, good, 400-600	15@16	16	Blade bones @11
Cows, 400-600	10%@11½	12	Pig's feet @4
Hind quarters, choice	21@22		Kidneys, per lb. @6
Fore quarters, choice	13@14		Livers @8

Beef Cuts

Steer loins, prime... unquoted			
Steer loins, No. 1... @33			
Steer loins, No. 2... @28			
Steer short loins, prime... unquoted			
Steer short loins, No. 1... @35			
Steer short loins, No. 2... @33			
Steer loin ends (hips)... @24			
Steer loin ends No. 2... @22			
Cow loins... @17½			
Cow short loins... @20			
Cow loin ends (hips)... @16			
Steer ribs, prime... unquoted			
Steer ribs, No. 1... @25			
Steer, ribs, No. 2... @19			
Cow ribs, No. 2... @12½			
Cow ribs, No. 3... @12			
Steer rounds, prime... unquoted			
Steer rounds, No. 1... @18½			
Steer rounds, No. 2... @15%			
Steer chuck, prime... unquoted			
Steer chuck, No. 1... @14			
Steer chuck, No. 2... @13			
Cow rounds... @13½			
Cow chuck... @11½			
Steer plates... @7½			
Medium plates... @7			
Briskets, No. 1... @12			
Cow navel ends... @6			
Cow navel ends... @5			
Foie shanks... @8½			
Hind shanks... @6½			
Strip loins, No. 1 bns... @55			
Strip loins, No. 2... @50			
Striploin backs, No. 1... @25			
Striploin backs, No. 2... @20			
Beef tenderloins, No. 1... @65			
Beef tenderloins, No. 2... @55			
Rump butts... @15			
Flank steaks... @21			
Shoulder clods... @16			
Hanging tenderloins... @17			
Insides, green, 6@6 lbs... @18			
Outsides, green, 5@6 lbs... @16			
Knuckles, green, 5@6 lbs... @17			

Beef Products

Brains... @6			
Hearts... @9			
Tongues... @18			
Sweetbreads... @17			
Ox-tail... @10			
Fresh tripe, plain... @10			
Fresh tripe, H. C. @11½			
Livers... @20			
Kidneys... @9			

Veal

Choice carcases... @17	16	@17	
Good carcasses... 15 @16	14	@15	
Good saddles... 20 @21	20	@21	
Good racks... 24 @14	13	@14	
Medium racks... 10 @11		@14	

Veal Products

Brains, each... @10			
Sweetbreads... @30			
Calf livers... @45			

Lamb

Choice lambs... @19			
Medium lambs... @18			
Choice saddles... @23			
Medium saddles... @22			
Choice forces... @15			
Medium forces... @14			
Lamb frys... @32			
Lamb tongues... @17			
Lamb kidneys... @15			

Mutton

Heavy sheep... @7		@9	
Light sheep... @10		@10	
Heavy saddles... @9		@12	
Light saddles... @13		@14	
Heavy forces... @5		@6	
Light forces... @7		@7	
Button legs... @13		@14	
Button loins... @10		@10	
Button stew... @6		@5	
Sheen tongues... @10		@12½	
Sheen heads, each... @11		@10	

CURING MATERIALS

Owt.

Nitrite of soda (Chgs. w/one stock).	
In 425-lb. bbls., delivered.	\$ 8.75
Salt peter, less than ton lots.	
Dbl. refined granulated.	8.50
Small crystals.	8.75
Medium crystals.	8.75
Large crystals.	9.50
Dbl. rfd. gran. nitrate of soda.	2.00
Salt, per ton, in minimum car of 50,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.	7.20
Medium, dried.	10.20
Rock.	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.	\$ 2.85
Standard gran., f.o.b. refiner (2%).	4.50
Packers' curing sugar, 250-lb. bags,	
f.o.b. Reserve, La., less 2%.	4.10
Dextrose, in car lots, per cwt. (Cotton).	3.04
In paper bags.	3.50

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack.	16
Domestic rounds, 140 pack.	22
Export rounds, wide.	42
Export rounds, medium.	24
Export rounds, narrow.	30
No. 1 weasands.	6
No. 2 weasands.	9
No. 1 bungs.	11
No. 2 bungs.	11
Middles, regular.	50
Middles, select, wide, 2@2½ in.	55
Middles, select, extra, 2½ in. & up.	60
Dried binders:	
12-15 in. wide, fat.	75
10-12 in. wide, fat.	60
8-10 in. wide, fat.	55
6-8 in. wide, fat.	25
Pork casings:	
Narrow, per 100 yds.	2.15
Narrow, special, per 100 yds.	2.10
Medium, regular.	1.60
English, medium.	1.40
Wide, per 100 yds.	1.30
Extra wide, per 100 yds.	.90
Export bungs.	15
Large prime bungs.	14
Medium prime bungs.	.07
Small prime bungs.	.03½
Middles, per set.	.14

SPICES

(Basis Chicago, original bbls., bags or bales.)	
Allspice, prime.	19½ 21
Rosined.	20 22
Chili pepper.	23
Powder.	23
Cloves, Amboyna.	29 35
Zanzibar.	19½ 24½
Ginger, Jamaica.	14 18½
African.	10 14
Mace, Fancy Bands.	64 72
East India.	58 66
East & West India Blend.	60 68
Mustard, four, fancy.	25
No. 1, green.	19
Nutmeg, fancy Bands.	24 28
East India.	21 25½
East & West India Blend.	22 25
Paprika, Spanish.	42
Fancy Hungarian.	38
No. 1 Hungarian.	35½
Pepper, Cayenne.	44
Red No. 1.	21
Black Malaib.	10 14
Black Lampong.	6 7½
Pepper, white, Singapore.	9½ 12%
Muntok.	9½ 13
Packers.	12

SEEDS AND HERBS

Ground

Caraway seed.	14½ 19½
Celery seed, French.	22 26
Coriander seed.	20 25
Coriander, Morocco bleached.	7
Mustard seed fancy yellow.	6½ 8½
American.	21 ..
Marjoram, French.	14
Oregano.	28 34
Sage fancy Dalmatian.	12½ 16½
Dalmatian No. 1.	11½ 15½

(Continued on page 28.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

247 SOUTH LA SALLE STREET

CHICAGO, ILL.

MARKET PRICES

New York

DRESSED BEEF

City Dressed.

Choice, native, heavy	17 1/2 @ 18 1/2
Choice, native, light	17 1/2 @ 19 1/2
Native, common to fair	16 @ 17

Western Dressed Beef.

Native steers, 600@800 lbs.	18 @ 19
Native choice yearlings, 440@600 lbs.	17 @ 18
Good to choice heifers	16 @ 17
Good to choice cows	14 @ 15
Common to fair cows	13 @ 14
Fresh bologna bulls	13 @ 14

BEEF CUTS

	Western.	City.
No. 1 ribs	23 @ 24	21 @ 23
No. 2 ribs	20 @ 21	20 @ 21
No. 3 ribs	19 @ 20	19 @ 20
No. 1 loins	32 @ 36	36 @ 40
No. 2 loins	26 @ 32	30 @ 35
No. 3 loins	20 @ 24	25 @ 29
No. 1 hind and ribs	20 @ 21	21 @ 24
No. 2 hind and ribs	18 @ 19	19 @ 21
No. 3 rounds	17 @ 18	17 @ 17
No. 2 rounds	16 @ 17	16 @ 16
No. 3 rounds	15 @ 15	15 @ 15
No. 1 chuck	15 @ 15	15 @ 15
No. 2 chuck	14 @ 14	14 @ 14
No. 3 chuck	13 @ 13	13 @ 13
City dressed bologna	13 1/2 @ 14 1/2	
Rolls, reg. 4@6 lbs. av.	18 @ 20	
Rolls, reg. 6@8 lbs. av.	23 @ 25	
Tenderloins, 4@6 lbs. av.	54 @ 60	
Tenderloins, 5@6 lbs. av.	50 @ 60	
Shoulder cloths	16 @ 18	

DRESSED VEAL

Good	16 1/2 @ 18
Medium	15 @ 16 1/2
Common	14 1/2 @ 15 1/2

DRESSED SHEEP AND LAMBS

Genine spring lambs, good	19 1/2 @ 20 1/2
Genine spring lambs, good to medium	18 1/2 @ 19 1/2
Genine spring lambs, medium	18 1/2 @ 18 1/2
Sheep, good	10 @ 11
Sheep, medium	9 @ 10

DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in	\$ 8.25 @ 9.00
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in	10.00 @ 11.00

FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs.	12 1/2 @ 13
Shoulders, Western, 10@12 lbs. av.	10 1/2 @ 11 1/2
Butts, regular, Western	12 @ 13
Hams, Western, fresh, 10@12 lbs. av.	14 @ 15
Picnics, Western, fresh, 6@8 lbs. av.	9 @ 10
Pork trimmings extra lean	14 @ 14 1/2
Pork trimmings, regular, 50% lean	7 @ 7 1/2
Spare ribs	9 @ 10

COOKED HAMS

Cooked hams, choice, skinless, fatted	@ 35c
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SMOKED MEATS

Regular hams, 8@10 lbs. av.	19 1/2 @ 20
Regular hams, 10@12 lbs. av.	19 @ 20
Regular hams, 12@14 lbs. av.	18 @ 19
Skinned hams, 10@12 lbs. av.	20 @ 21
Skinned hams, 12@14 lbs. av.	18 1/2 @ 19
Skinned hams, 16@18 lbs. av.	17 1/2 @ 18
Skinned hams, 18@20 lbs. av.	17 1/2 @ 18
Picnics, 4@6 lbs. av.	13 @ 14
Picnics, 6@8 lbs. av.	12 1/2 @ 13
City pickled bellies, 8@12 lbs. av.	15 @ 16
Bacon, bonedless, Western	16 @ 17
Bacon, bonedless, city	17 @ 18
Rollettes, 8@10 lbs. av.	17 @ 18
Beef tongue, light	22 @ 23
Beef tongue, heavy	23 @ 24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, 1. e. trimmed	28c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	16c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$1.75 per cwt.
Breast Fat	2.25 per cwt.
Edible Suet	3.25 per cwt.
Inedible Suet	2.75 per cwt.

GREEN CALFSKINS

5-9 9 1/2-12 1/2-12 1/2-14 14-18 18 up	
Prime No. 1 veals...22 2.85 3.20 3.25 3.70	
Prime No. 2 veals...20 2.55 2.90 2.95 3.80	
Buttermilk No. 1...17 2.35 2.70 2.75 ...	
Buttermilk No. 2...16 2.20 2.55 2.60 ...	
Branded gruby...10 1.15 1.50 1.55 1.75	
Number 3...10 1.15 1.50 1.55 1.75	

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on March 18, 1940:

FRESH BEEF:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice:				
400-500 lbs.	\$16.00 @ 17.50			
500-600 lbs.	16.00 @ 17.50			
600-700 lbs.	15.00 @ 17.00	\$15.50 @ 16.50	16.50 @ 17.50	17.00 @ 18.00
700-800 lbs.	15.00 @ 16.50	\$15.50 @ 16.50	16.00 @ 17.00	17.00 @ 17.50
STEER, Good:				
400-500 lbs.	14.00 @ 16.00			
500-600 lbs.	14.00 @ 16.00			
600-700 lbs.	15.00 @ 15.00	14.00 @ 15.50	14.50 @ 16.00	15.00 @ 16.50
700-800 lbs.	13.00 @ 15.00	14.00 @ 15.50	14.50 @ 15.50	15.00 @ 16.50

STEER, Commercial:				
400-600 lbs.	12.50 @ 14.00			
600-700 lbs.	12.00 @ 13.00	13.00 @ 14.00	13.00 @ 13.50	13.00 @ 15.00
700-800 lbs.				
STEER, Utility:				
400-600 lbs.	11.50 @ 12.50			

COW (All weights):				
Commercial	11.00 @ 12.00			
Utility	10.50 @ 11.00	11.50 @ 12.50	11.50 @ 12.50	11.00 @ 12.00
Cutter	10.00 @ 10.50	10.50 @ 11.50	10.50 @ 11.50	10.50 @ 11.00
Canner	9.50 @ 10.00			

FRESH VEAL and CALF:				
VEAL (All weights): ¹				
Choice	15.50 @ 17.00	16.50 @ 18.00	17.00 @ 18.00	16.00 @ 17.00
Good	14.00 @ 15.50	15.00 @ 16.50	15.00 @ 17.00	15.00 @ 16.00
Medium	12.50 @ 14.00	14.00 @ 15.00	14.00 @ 15.00	14.00 @ 15.00
Common	10.50 @ 12.50	12.50 @ 14.00	13.00 @ 14.00	13.00 @ 14.00
CALF (All weights): ²				
Choice				
Good	14.00 @ 15.00			
Medium	12.50 @ 14.00			
Common	11.00 @ 12.50			

FRESH LAMB and MUTTON:				
LAMB, Choice:				
38 lbs. down	18.00 @ 19.00	18.50 @ 19.50	19.00 @ 20.00	19.00 @ 20.00
39-45 lbs.	17.00 @ 18.00	18.00 @ 19.00	18.00 @ 19.00	18.50 @ 19.50
46-55 lbs.	16.00 @ 17.00	17.00 @ 18.00	17.00 @ 18.00	17.00 @ 18.50
LAMB, Good:				
38 lbs. down	17.00 @ 18.00	17.50 @ 18.50	18.00 @ 19.00	18.00 @ 19.00
39-45 lbs.	16.00 @ 17.00	17.00 @ 18.00	17.00 @ 18.00	18.00 @ 18.50
46-55 lbs.	15.00 @ 16.00	16.00 @ 17.00	16.00 @ 17.00	18.00 @ 18.50
LAMB, Medium:				
All weights	15.00 @ 16.00	15.50 @ 17.00	16.00 @ 18.00	17.00 @ 18.00
LAMB, Common:				
All weights	14.00 @ 15.00	14.50 @ 16.00	15.00 @ 17.00	

MUTTON (Ewe), 70 lbs. down:				
Good	8.00 @ 9.00	10.00 @ 11.00	10.00 @ 11.00	
Medium	7.00 @ 8.00	9.00 @ 10.00	9.00 @ 10.00	
Common	6.00 @ 7.00	8.00 @ 9.00	8.00 @ 9.00	

FRESH PORK CUTS:				
LOINS:				
8-10 lbs.	12.00 @ 13.00	12.50 @ 13.50	12.00 @ 13.00	12.50 @ 13.50
10-12 lbs.	12.00 @ 13.00	12.50 @ 13.50	12.00 @ 13.00	12.50 @ 13.50
12-15 lbs.	11.50 @ 12.50	12.00 @ 13.00	11.50 @ 12.50	12.00 @ 13.00
16-22 lbs.	10.50 @ 12.00	11.00 @ 12.00	10.50 @ 11.00	11.00 @ 12.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	9.00 @ 9.50		10.00 @ 11.00	10.00 @ 11.00
PICNICS:				
6-8 lbs.	8.50 @ 9.00	10.00 @ 10.50		
BUTTS, Boston Style:				
4-8 lbs.	10.50 @ 11.50		11.50 @ 12.50	12.00 @ 12.50
SPARE RIBS:				
Half Sheets	7.50 @ 8.00			
TRIMMINGS:				
Regular	4.50 @ 5.00			

Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ² "Skin on" at New York and Chicago. ³ Includes sides at Boston and Philadelphia.				
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text of one being addressed to retailers and the other to the retailer's customers. Wilson sales representatives handle the distribution of the cards, mailing the retail variety to their accounts in order to stimulate stocking up on the company's hams in preparation for Easter buying. Cards intended for the retailer's customers are given to the dealers, who mail them out over their own signatures.

Demand Lighter for Tallows and Greases; Trend Easier

Large soapers display less interest in later deliveries; no particular pressure from producers—Lard easiness a depressing factor—Unsold March and April tallow reported hanging over market—By-products easier.

TALLOW.—The tallow market at New York this week was moderately active but steady. Compared with a week ago, prices were unchanged, with extra 5½¢ delivered. Demands were not as aggressive as heretofore, and large soapers were displaying less interest in taking hold of later deliveries. Despite these trends, plus weakness in lard and other allied markets, there was no particular pressure of tallow offerings from producers. Nevertheless, sentiment is a little skeptical, as reports indicate that some unsold March and April tallow is overhanging the market. Indications were that possibly 500,000 lbs. of tallow was sold during the week.

According to reports at New York, soapers have taken about 600 tanks of loose lard thus far, but confirmation of this was difficult to secure. However, the trade expects that additional large quantities of lard will find their way to the soap kettle because of its relative cheapness.

At New York, edible was quoted at 5½¢ nominal; extra, 5½¢ delivered and special, 5½¢.

At Liverpool, foreign tallows were unchanged for the week at 24s 6d.

The tallow market at Chicago this week was weak and irregular on continued lard easiness, absence of any active demand for nearby shipment, and a lighter interest for deferred. Large buyers this week showed a disposition to drop out of the market temporarily and look on; demand in other directions was meager. Prime was offered late in the week around 5c, Chicago, but interest for prompt was very limited. According to a generally credited report, a tank of small packer prime sold early in the week at 4½c, Chicago. Edible was offered late in week at 5c, Chicago, with some interest at 4½c; offered day before 5c higher. Special tallow last reported sold at 5½¢, delivered East, equal to 4½c Chicago basis. Quotations on Thursday at Chicago:

Edible tallow.....	4½@ 5
Fancy tallow.....	4½@ 5
Prime packers.....	4½@ 5
No. 1 tallow.....	4½@ 5
Special tallow.....	4½@ 5

STEARINE.—The market for oleo stearine was quiet, steady and unchanged at New York throughout the week. The 6½¢ level which has ruled for some time was still quoted.

At Chicago, demand was moderate but the market steady; prime oleo was

unchanged at a price of 5½@6c.

OLEO OIL.—Trade continues quiet at New York and interest routine but the market was steady. Extra was quoted at 7c; prime, 6½@6½c, and lower grades, 6½@6½c.

At Chicago, demand was only fair and the market steady. Extra was unchanged and quoted at 7½c.

LARD OIL.—Demand was slow at New York and prices were lowered an average of ½c. No. 1 was quoted at 8½c; No. 2, 8½c; extra, 8½c; extra No. 1, 8½c; winter strained, 9c; prime burning, 9½c, and prime inedible, 9½c.

Lard oil quotations at Chicago were: No. 1, 8c; No. 2, 7½c; extra, 8½c; extra No. 1, 8½c; extra winter strained, 8½c; special No. 1, 8½c; prime edible, 9½c; prime burning, 9c; and prime inedible, 8½c. Acidless tallow oil was quoted at 7½c.

(See page 38 for later markets.)

NEATSFOOT OIL.—Demand was slow at New York and the market was lowered sharply. Cold test was quoted at 17½c; extra, 8½c; No. 1, 8½c; prime, 8½c, and pure, 13½c.

At Chicago, cold test was quoted at 18c; extra, 8½c; No. 1, 8c; prime, 8½c; and pure, 12½c.

GREASES.—The market for greases at New York was moderately active, very steady and about unchanged. The last business in yellow and house was at 4½c and that figure was bid, with producers' ideas steady at the 5c level. Consumers were not inclined to come up for supplies, but offerings were not pressing. Steadiness in tallow served to offset lower lard and cottonseed oil.

Export demand apparently holds up. During the week ended March 9, New York cleared 372,800 lbs. of greases.

At New York, choice white was quoted at 5½@5½c; yellow and house, 4½@5c, and brown, 4½c.

The Chicago grease market this week shared the weakness and irregularity of the tallow market, influenced by sluggish demand and weakness in lard. Offered early in the week at 5c, Chicago, white grease slumped later; sales were reported at midweek at 4½c, Chicago, with offers on Thursday at this level, Chicago, and 4½c, Cincinnati. Tank yellow grease sold at midweek at 4½c, Chicago, with additional sales at this level later in week, a decline of about ½c from levels prevailing late last week. Some brown grease sold this week at 4½c, Chicago, or ½c below prices late preceding week. Thursday's grease quotations at Chicago:

Choice white grease.....	4½@ 5
A-white grease.....	4½@ 4½
B-white grease.....	4½@ 4½
Yellow grease, 10-15 f.f.a.....	4½@ 4½
Yellow grease, 16-20 f.f.a.....	4½@ 4½
Brown grease.....	4½@ 4½

BY-PRODUCTS MARKETS

Chicago, March 14, 1940.

Waiting situation prevails throughout much of by-product list, with quotations steady to nominally lower.

Blood.

Blood easier; quotations given here are asking prices. Some buyers' ideas considerably lower.

	Unit
Unground	\$ 2.90@ 3.00

Digester Feed Tankage Materials.

Slow and nominal market, ranging below last week's quotations.

Unground, 11 to 12% ammonia.....	\$ 2.85@ 3.00
Unground, 10 to 10% choice quality.....	3.00@ 3.25
Liquid stick.....	1.75@ 2.00

Packinghouse Feeds.

Increased activity reported in country dealer trade on packinghouse feeds. Quotations unchanged from last week.

	Carlots, Per ton.
60% digester tankage.....	\$ 45.00
50% meat and bone scraps.....	47.00
Blood-meal	65.00
Special steam bone-meal.....	45.00

Bone Meals (Fertilizer Grades).

Bone meals unchanged and nominal.

	Per ton.
Steam, ground, 3 & 50.....	\$ 30.00
Steam, ground, 2 & 50.....	30.00

Fertilizer Materials.

Fertilizer materials market nominally unchanged.

	Per ton.
High grd. tankage, ground, 10@11% am.....	\$ 2.75 & 10c
Bone tankage, ungrd., per ton.....	18.00@20.00
Hoof meal.....	2.25

Dry Rendered Tankage.

Sales of low test cracklings reported during week at 75c, Chgo., and 72½c, mid-East point; easier trend toward end of week. High test sales last reported at 70c, Chgo.

	Per ton.
Hard pressed and expeller ungrnd, up to 48% protein (low test).....	\$ 72.50
above 48% protein (high test).....	70
Soft prod. pork, ac. grease and quality, ton.....	47.50
Soft prod. beef, ac. grease and quality, ton.....	35.00@37.50

Gelatine and Glue Stocks.

This market quiet and unchanged.

	Per ton.
Calf trimmings.....	\$ 18.00@20.00
Sinews, pizzles.....	18.00
Cattle jaws, skulls and knuckles.....	35.00
Hide trimmings.....	18.00@14.00
Pig skin scraps and trim, per lb., l.c.l.	3½@ 3½

Bones and Hoofs.

	Per ton.
Round shins, heavy.....	\$ 15.50
Flat shins, heavy.....	15.50
Blades, buttocks, shoulders & thighs.....	42.50
Hoofs, white.....	55.00
black and white striped.....	20.00
Junk bones.....	20.00@22.50

Animal Hair.

Animal hair market was without change this week.

Winter coil dried, per ton.....	\$ 30.00@35.00
Summer coil dried, per ton.....	22.50@25.00
Winter processed, black, lb.....	6½@ 7c
Winter processed, gray, lb.....	5½@ 6c
Summer processed, gray, lb.....	3 @ 3½c
Cattle switches.....	2½@ 2½c

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammonites

Ammonium sulphate, bulk, per ton, basis ex-warehouse Atlantic ports, March to June, 1940	23.00
Blood, dried, 16% protein	3.00
Ground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory	4.25 & 10c
Fish meal, forage, 11½% ammonia, 10% B. P. L., c.i.f. spot	52.00
March shipment	52.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories	2.50 & 50c
Soda nitrate, per ton bulk, March to June, 1940, inclusive, ex-warehouse Atlantic and Gulf ports	27.00
in 100-lb. bags	28.30
in 100-lb. bags	29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk	2.90 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.90 & 10c

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. spot	32.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f. spot	31.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% fat	8.50

Dry Rendered Tankage	
50/55% protein, unground	75c
60% protein, unground	75c

EASTERN FERTILIZER MARKETS

New York, March 13, 1940.

Local tankage and blood market at New York was very inactive the past week and very little trading was done. Feed buyers are not buying very heavily and fertilizer buyers are slow to come into the market.

Cracklings are quoted at 75c and the trade looks for lower prices. Dried blood is not moving very freely and stocks are accumulating. The demand for bone meal continues.

The fertilizer season is now getting under way and better demand for materials is looked for in this direction.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

Exports and imports of cottonseed products for six months ending Jan. 31:

	1940	1939
Exports:		
Oil, crude, lbs.	8,844,447	100,805
Oil, refined, lbs.	7,012,301	1,850,370
Cake and meal, tons	6,290	18,783
Linters, running bales	164,572	116,872

Imports:		
Oil, crude,* lbs.	none	none
Oil, refined,* lbs.	4,103,597	35,991,284
Cake and meal, tons	4,174	2,228
Linters, bales	36,094	17,238

*Amounts for February not included above are 2,790,287 pounds refined, "entered for consumption," and 2,829,837 refined, "withdrawn from warehouse for consumption." No cottonseed oil was "entered for warehouse."

TALLOW FUTURE TRADING

Mon., Mar. 11.—Close: May 5.20 b; July 5.25 b.

Tues., Mar. 12.—Close: May 5.20 b; July 5.25 b.

Wed., Mar. 13.—Close: Mar. 5.15 n; May 5.20 n; July 5.25 n; no sales.

Thurs., Mar. 14.—Close: May 5.20 b; July 5.25 b.

Friday, Mar. 15.—Close: Mar. 5.00 n; May 5.00 n; July 5.00 n; Sept. 5.00 n.

Cottonseed Oil Weakens As Lard and Commodities Fall

March and May oil relatively strong due to buying in lifting hedges—Distant months down 1/4c—Russo-Finnish peace an adverse factor.

COTTONSEED oil futures developed a weaker trend in the New York market this week, as a result of general selling, largely liquidation, which ran the market into stop loss orders. Pressure was primarily the result of the Russo-Finnish peace, which led to declines in allied markets. Support was limited to scale-down absorption, a good part of which was profit taking by shorts.

Hedge selling was light. There was buying of March and May oil by trade brokers in lifting hedges, partly against cash business, and this demand resulted in relative strength in the spot month, which was off only a few points, while the distant positions were down as much as 1/4c per pound. September and October deliveries slipped to new lows.

Refiners raised the price of winter oil in tanks 1/4c to 8c in the metropolitan area. Some business passed with smaller producers at 7½c, and it was intimated that packers would still accept business at the latter figure. Larger refiners were firm in their ideas.

February consumption of cottonseed oil totaled 213,350 bbls. compared with 221,915 bbls. in February, 1939. Consumption of oil for the seven months ended with February totaled 2,078,249 bbls. compared with 1,795,700 bbls. in the same period last season. Visible supply of oil in all positions on March 1 was 2,404,800 bbls. compared with 2,571,700 bbls. on March 1, 1939.

COCONUT OIL.—A slightly easier trend developed with other oils and lower copra prices, but offerings were not pressed. The New York market was 3½c asked, while the Pacific Coast price was 2 ½@2 ½c.

CORN OIL.—The market was soft in tone with other oils. Demand was moderate. A little oil came out of New York at 6½c.

SOYBEAN OIL.—After holding firm with strength in soybeans, the oil mar-

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt	5%
White deodorized, in bbls., f.o.b. Chgo.	7 ½ 8
Yellow, deodorized	8 ½ 8 ¾
Soap stock, 50% f.o.b., f.o.b. rendering points	1%
Soybean oil, f.o.b. mills	5%
Corn oil, in tanks, f.o.b. mills	6 ½
Coconut oil, sellers' tanks, f.o.b. coast	2%
Refined coconut, bbls., f.o.b. Chicago	9 ½ 9 ¾

OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable	15
White animal fat	12
Water churned pastry	12
Milk churned pastry	13
White "nut" type	8 ½

ket eased with cottonseed oil. Sales of oil were made at 5 ½c, followed by sales at 5 ½c, Decatur.

PALM OIL.—Trade was moderate and the market was steady at New York. Nigre was quoted at 4 ½c in drums and 4c in tanks. Sumatra oil was 3 ½c in tanks.

OLIVE OIL FOOTS.—Trade was quiet at New York but prices were steady. Prompt foots were quoted 7 ½c and forward at 7 ½c.

PEANUT OIL.—Reports of business at around 6 ½c were unconfirmed.

COTTONSEED OIL.—Valley and Southeast crude was quoted Wednesday 5 ½c n; Texas, 5 ½c n at common points and Dallas, 5 ½c nominal.

Cotton oil futures were down 1/4c in the New Orleans market this week. New Orleans also reported spot demand cotton oil showing signs of improvement with unsold stocks of crude very light. Dallas reported 43 per cent cake and meal at \$34.00 for interstate shipment; prime oil at 5% @5 ½c on Thursday.

Futures market transactions for the week at New York were:

FRIDAY, MARCH 8, 1940.

March	1	711	711	705	715
April				710	nom
May	18	717	714	714	715
June				719	nom
July	7	724	722	722	trad
August				727	nom
September	10	733	730	730	trad
October	2	730	729	730	731

Sales 33 contracts.

SATURDAY, MARCH 9, 1940.

March				705	bid
April	2	714	713	714	nom
May				719	nom
June				719	nom
July	6	721	719	719	trad
August				724	nom
September	1	727	727	725	727
October				725	729

Sales 9 contracts.

MONDAY, MARCH 11, 1940.

March				705	726
April				710	nom
May	8	712	710	708	710
June				708	nom
July	2	715	715	714	716
August				718	nom
September	14	726	721	721	trad
October				720	723

Sales 24 contracts.

TUESDAY, MARCH 12, 1940.

March	5	702	702	690	702
April				695	nom
May	7	707	702	702	trad
June				706	nom
July	7	713	710	708	710
August				712	nom
September	6	720	715	713	715
October	2	719	719	712	716

Sales 27 contracts.

WEDNESDAY, MARCH 13, 1940.

March	16	695	686	685	696
April				690	nom
May	37	700	687	687	trad
June				692	nom
July	49	707	695	695	trad
August				700	nom
September	54	713	700	700	702
October	11	702	701	700	703

Sales 167 contracts.

THURSDAY, MARCH 14, 1940.

March	24	688	688	688	bid
May	24	691	691	691	nom
July	18	701	693	693	nom
September	20	705	700	703	nom
October	7	705	700	702	nom

(See page 33 for later markets.)



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HIDES AND SKINS

Packer hide market irregular in light trade—Extreme light native and extreme light Texas steers cleared at $\frac{1}{4}$ c up—Heavy cows move at $\frac{1}{4}$ c off—Heavy calfskins, city and packer, quotable $\frac{1}{2}$ c higher.

Chicago

PACKER HIDES.—Trade was light this week in the packer hide market and of a rather inconclusive nature, with speculative interest dominating the market. Total sales of 18,000 hides have been reported so far. About two-thirds of this consisted of the movement of extreme light native steers, extreme light Texas steers and a few River point light cows early in the week at $\frac{1}{4}$ c advance, while sales of heavy native cows to traders and tanners at $\frac{1}{4}$ c decline accounted for the remainder; one car of River point light cows from a fairly heavy average point moved later with the advance lost.

The greater part of the trading occurred during a temporary advance of around 15 points in hide futures early in the week, which increased speculative interest. Later, hide futures sagged off around 9@15 points under last Friday. Tanners, for the most part, have been inclined to stay out of the market as much as possible until there is an opportunity to sell leather at reasonable replacement values. Packers, on the other hand, are in a very closely sold up position and feel confident that demand will broaden considerably when the better quality April hides are available.

Native steers last sold at 13c to tanners and this figure is asked. A total of 5,100 Feb.-Mar. and 1,300 Jan. to Mar. extreme light native steers sold early at 13 $\frac{1}{2}$ c and these are closely sold up.

Butt branded steers last actually sold at 12 $\frac{1}{2}$ c, paid to an outside packer late last week for Feb. take-off, but packers are asking 13c; Colorados are held at 12 $\frac{1}{2}$ c, with last actual business at 12 $\frac{1}{4}$ c. Heavy Texas steers are held at 13c; some feel that bids at $\frac{1}{4}$ c less might result in business on the above branded steers. Light Texas steers are rather limited and quoted 12 $\frac{1}{2}$ @12 $\frac{1}{4}$ c nom. A total of 2,800 Feb.-Mar. extreme light Texas steers sold at 12 $\frac{1}{2}$ c, or $\frac{1}{4}$ c up.

Late this week all packers moved a total of 6,000 Feb.-Mar. and 800 straight Mar. heavy native cows at 12 $\frac{1}{2}$ c, or $\frac{1}{4}$ c down, part tanner and part trader business. One packer sold a car of Jan. to Mar. River point light native cows early at 13 $\frac{1}{4}$ c, and later moved a car of River light cows from a heavy average point at 13c; northern light cows offered at 13c, with possibility of including a few River points same basis. Branded cows are held at 12 $\frac{1}{2}$ c, last trading price.

Another packer moved a car St. Paul native bulls at end of last week at 9 $\frac{1}{2}$ c, steady price; branded quotable 1c less.

LATER: Association sold 2,000 Mar. light native cows at 12 $\frac{1}{2}$ c.

OUTSIDE SMALL PACKER HIDES.—Market quoted 11 $\frac{1}{2}$ @12c, selected, Chgo. freight, according to avge. weight and take-off. Some sales of hides around 47-48 lb. avge. reported at 12c; some 52-lb. avge. stock offered at 12c, f.o.b. point east of here, with buyer talking around 11 $\frac{1}{2}$ c, and 11 $\frac{1}{2}$ c bid on similar hides in another direction.

PACIFIC COAST.—There was a sale reported in the Coast market at the end of last week, consisting of 2,000 Vernon packer Feb. hides, at 11c, flat, for steers and cows, f.o.b. Los Angeles; market quiet since.

FOREIGN WET SALTED HIDES.—The South American market was comparatively quiet, following an active trade previous week. One pack of 4,500 Smithfield standard steers sold early this week at 100 pesos, equal to 14 $\frac{1}{2}$ c, c.i.f. New York, steady with last trading on standard steers previous week.

COUNTRY HIDES.—Trade continues light in the country market; some dealers describe the present situation by saying that country hides are hard to buy and hard to sell. Demand is centered chiefly on choice light stock, of which offerings are limited, while heavy hides find a slow outlet. There is a good demand for anything suitable for side upper leather, in view of the strength in calfskins. Untrimmed all-weights, around 47 lb. avge., quoted 11@11 $\frac{1}{4}$ c, selected, del'd Chgo.; car of trimmed all-weights sold flat at 10 $\frac{1}{2}$ c. Heavy steers and cows quiet and dull, around 9@9 $\frac{1}{4}$ c, flat, trimmed. Trimmed buff weights quoted 11 $\frac{1}{4}$ @11 $\frac{1}{4}$ c, selected, with bid of 11c declined. Some quote 13 $\frac{1}{2}$ c top for trimmed extremes but there is talk of 13 $\frac{1}{2}$ c bids having been declined and some claim it would be hard to buy choice light stock at 14c due to light offerings. Bulls quoted around 7c flat. Glues around 9 $\frac{1}{4}$ c nom. All-weight branded hides quoted 10@10 $\frac{1}{4}$ c flat, trimmed, with inside price last paid.

CALFSKINS.—There is a good interest in packer calfskins, especially the heavy end, but packers not offering at the moment. One packer sold a car Feb. River point heavies, 9 $\frac{1}{2}$ /15 lb., at the end of last week at 25 $\frac{1}{2}$ c, in line with earlier sale of northern heavies at 26 $\frac{1}{2}$ c, although $\frac{1}{2}$ c over last actual sale of River points. Late this week a bid of 27c was declined for northern heavies. Light calf, under 9 $\frac{1}{2}$ lb., last sold at 23 $\frac{1}{2}$ c.

Car Chicago city 8/10 lb. calfskins sold this week at 20c, steady price, while the heavy end moved up $\frac{1}{4}$ c on the sale of two cars 10/15 lb. at 23 $\frac{1}{2}$ c. Outside cities, 8/15 lb., quoted 20 $\frac{1}{2}$ @21 $\frac{1}{2}$ c nom.; straight countries 16@16 $\frac{1}{2}$ c flat. Chicago city light calf and deacons last sold at \$1.35 and called steady.

KIPSKINS.—As previously reported, one packer last week sold Feb. production of kipskins at 19c for northern natives, 18c for northern over-weights, southerns a cent less, and 16c for branded kips; other packers sold northern and a few southern over-weights same basis. Cleveland and Evansville native kips moved later at 19 $\frac{1}{2}$ c basis. One packer this week reported Feb. natives and brands have been taken off the list quietly, while another packer indicated that some Feb. kips have moved and is thought to have booked to tanning account. Apparently none being offered at present.

Chicago city kips quoted in a range of 17 $\frac{1}{2}$ @18c, with inside figure reported to have been paid. Two half-car lots of city over-weights sold at 16 $\frac{1}{2}$ c. Outside cities quoted around 17@17 $\frac{1}{2}$ c; straight countries 14 $\frac{1}{2}$ @15c flat.

Packers last sold regular slunks at \$1.10 for their Feb. production.

HORSEHIDES.—Trade in general has been slow on horsehides but scattered sales passing in the range quoted. Good city renderers, with manes and tails, quoted \$5.25@5.30, selected, f.o.b. nearby sections, in a car lot way, with l.c.l. lots moving at \$5.10@5.20; ordinary trimmed renderers range \$5.00@5.10 for car lots and 10c less for l.c.l. lots, del'd Chgo.; mixed city and country lots \$4.60@4.75, Chgo.

SHEEPSKINS.—Dry pelts quoted 15 $\frac{1}{2}$ @16c per lb., del'd Chgo. Production of shearlings will probably continue light for the next few weeks; unfavorable weather in some sections of the Southwest has interfered with shearing. Steady prices reported on small lot trading, basis \$1.35 for No. 1's, 85@90c for No. 2's and 35@40c for No. 3's. Buyers of small packer shearlings usually figure one-half to two-thirds of big packer values, according to lot. Pickled skins showing firmness; one packer reports moving a car straight run of packer lamb early this week at \$5.50 per doz., and another car is thought to have moved same basis, as against \$5.25 paid earlier. Packer March wool pelts quoted \$2.35@2.40 per cwt. live basis for good mid-western stock, with trading reported in this range; outside small packer pelts moving around \$2.10 per cwt. live weight basis.

New York

PACKER HIDES.—Packers well sold up to end of Feb. except for couple cars Feb. hides held at outside plant. No offerings of March steers as yet, with market nominally on a parity with the western market.

CALFSKINS.—No collector sales reported this week; quiet trading on a good scale during the past several weeks is thought to have placed collectors in a good position. Last trading in collectors' 5-7's was at \$1.62 $\frac{1}{2}$ and 7-9's at \$2.45 but market nominally around 5@7 $\frac{1}{2}$ c higher at present. Packers secured 5@10c advance on sales of 10,000 of 7-9's at \$2.85; 12,000 of 9-12's sold at \$4.05; and 2,000 of 12/17 veal kips moved at \$4.60.

HIDES AND SKINS IMPORTS AND EXPORTS

Hides and skins imported into the United States during January, 1940, both by quantity and value, are reported by the U. S. Department of Commerce as follows:

IMPORTS

	Pieces	Lbs.
Cattle hides, dry	45,270	755,694
wet	287,470	13,422,182
Kipskins, dry	18,694	168,187
wet	14,047	277,700
Calfskins, dry	101,255	351,632
wet	101,431	351,116
Sheep and lamb		
dry and green & woolled	461,276	1,551,960
picked, sheared, skivers	1,435,963	3,086,594
Sheep and lamb slats, dry	210,357	514,417
Buffalo hides, dry and wet	5,584	154,715
Indian buffalo hides, dry and wet	12,753	228,571

	Pieces	Value
Horse, colt and ass skins, dry	452,041	\$ 45,273
wet	2,021,583	158,359
Goat and kid skins, dry	3,673,936	1,512,400
wet	126,300	49,701
Kangaroo and wallaby	104,528	65,141
Deer and elk skins	102,318	82,258
Reptile skins	63,036	32,124
Shark skins	15,904	1,413
Other fish skins	266,486	4,918
Other hides and skins	71,405	85,865

EXPORTS

	Pieces	Lbs.	Value
Cattle hides	28,415	1,115,556	\$167,186
Calf skins	21,259	213,128	45,904
Kipskins	4,970	50,163	14,949
Goat and sheep skins	144,248	.....	37,554
Other hides and skins	470,728	.....	46,482

CHICAGO HIDE FUTURES

Saturday, Mar. 9.—Close: Mar. 13.80 n; no sales; unchanged.

Monday, Mar. 11.—Close: Mar. 13.80 n; no sales; unchanged.

Tuesday, Mar. 12.—Close: Mar. 13.80 n; no sales; unchanged.

Wednesday, Mar. 13.—Close: Mar. 13.80 n; no sales; unchanged.

Thursday, Mar. 14.—Close: Mar. 13.80 n; no sales; unchanged.

Friday, March 15.—Close: Mar. 13.80 n; no sales; unchanged.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 9, 1940, were 5,446,000 lbs.; previous week 5,448,000 lbs.; same week last year, 6,284,000 lbs. Jan. 1 to date, 53,270,000 lbs.; same period last year, 55,984,000 lbs.

Shipments of hides from Chicago for week ended March 9, 1940, were 3,668,000 lbs.; previous week 4,742,000 lbs.; same week last year 3,922,000 lbs.; Jan. 1 to date, 45,412,000 lbs.; same period last year, 41,472,000 lbs.

MEAT AND LARD EXPORTS

Exports through port of New York during week ended March 14, totaled 92 bbls. of pork, 2,916,490 lbs. of lard and 837,380 lbs. of bacon and 2,000 lbs. of tallow.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog products and lard were weak during latter part of the week with all months hitting new lows, except May; liquidation on renewed peace talk was catching stop-loss orders. Liberal hog arrivals, expectations of fair increase in Chicago lard stocks with quieter foreign demand and hedge selling were all depressing factors.

Cottonseed Oil

Cotton oil was moderately active and easier on liquidation and selling, due to weakness in lard and limited support on account of peace talk. Southeast and Valley crude, 5% c lb.; Texas, 5% @ 5% c lb. Cash demand was moderate.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, 6.76; July, 6.82; Sept., 6.87; Oct., 6.86 @ 6.87; 188 lots; closing steady.

Tallow

New York extra tallow was quoted at 5c lb., sales. Three quarter million pounds extra reported sold at 5c, delivered, off 1/4c; producers were influence by weakness in lard and rumors of sales of loose lard to soapers.

Stearine

Stearine was quoted 6 1/4c lb.

Friday's Lard Markets

New York, March 15, 1940.—Prices are for export. Lard, prime western, 6.30 @ 6.40c, middle western, 6.20 @ 6.30c; city, 6 @ 6 1/4c; refined continent, 6 1/4c; South American, 6 1/4 @ 6 1/2c; Brazil kegs, 6 % @ 6 1/4c; shortening, 9 1/2c.

NEW YORK HIDE FUTURES

Saturday, Mar. 9.—Close: Mar. 13.85 n; June 14.20; Sept. 14.45 @ 14.47; Dec. 14.67 @ 14.73; Mar. (1941) 14.90 b; 28 lots; 3 @ 9 lower.

Monday, Mar. 11.—Close: Mar. 13.80 @ 13.85; June 14.23; Sept. 14.45 @ 14.48; Dec. 14.68 n; Mar. (1941) 14.90 n; 33 lots; 5 lower to 3 higher.

Tuesday, Mar. 12.—Close: Mar. 13.77 n; June 14.15 @ 14.17; Sept. 14.45 @ 14.46; Dec. 14.68 n; Mar. (1941) 14.90 n; 99 lots; unchanged to 8 lower.

Wednesday, Mar. 13.—Close: Mar.

13.71 n; June 14.09 @ 14.10; Sept. 14.32 @ 14.36; Dec. 14.55 b; Mar. (1941) 14.78 b; 104 lots; 6 @ 13 lower.

Thursday, Mar. 14.—Close: Mar. 13.76 n; June 14.14 @ 14.15; Sept. 14.38 @ 14.40; Dec. 14.61 n; Mar. (1941) 14.83 n; 74 sales; 5 @ 6 higher.

Friday, March 15.—Close: Mar. 13.46 n; June 13.83 @ 13.84; Sept. 14.06; Dec. 14.31 n; Mar. (1941) 14.54 n; 331 sales; 29 @ 32 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 15, 1940, with comparisons:

PACKER HIDES.

	Week ended Mar. 15.	Prev. week.	Cor. week, 1939.
Hvy. nat. stra.	12 1/2	12 1/2	10 1/2 @ 11
stra.	12 1/2	12 1/2	10 1/2
Hvy. but. brand'd stra.	12 1/2	12 1/2	10 1/2
Hvy. Col. stra.	12 1/2	12 1/2	10 1/2
Ex-light Tex. stra.	12 1/2	12 1/2	10 1/2
Brnd'd cows.	12 1/2	12 1/2	10 1/2
Hvy. nat. cows.	12 1/2	12 1/2	10 1/2
Lat. nat. cows.	12 1/2	12 1/2	10 1/2
Nat. bulls.	9 1/2	9 1/2	9 1/2
Brnd'd bulls.	9 1/2	9 1/2	9 1/2
Calfskins	23 1/2 @ 27	23 1/2 @ 27	17 1/2 @ 18
Kips, wt. 10	10 1/2	10 1/2	11 1/2
Kips, ov-wt. 18	18 1/2	18 1/2	13 1/2
Kips, brnd'd. 16	16 1/2	16 1/2	12 1/2
Slunks, reg.	21.10	21.10	20.80
Slunks, hrs.	60	60	60

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	11 1/2 @ 12 1/2	11 1/2 @ 12 1/2	9 1/2 @ 10 1/2
Branded	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2	9 1/2 @ 9 1/2
Nat. bulls.	8 @ 8 1/2	8 @ 8 1/2	8 @ 8 1/2
Brnd'd bulls.	7 @ 7 1/2	7 @ 7 1/2	5 1/2 @ 5 1/2
Calfskins	20 @ 23 1/2	20 @ 23 1/2	15 @ 15 1/2
Kips	17 1/2 @ 18n	17 @ 17 1/2	12 1/2 @ 13 1/2
Slunks, reg.	1.00n	1.00n	70 @ 75n
Slunks, hrs.	50n	50n	80n

COUNTRY HIDES.

Hvy. steers...	9 @ 9 1/2	9 1/2 @ 9 1/2	7 @ 7 1/2
Hvy. cows...	9 @ 9 1/2	9 1/2 @ 9 1/2	9 @ 9 1/2
Buffs	11 1/2 @ 11 1/2	11 @ 11 1/2	9 @ 9 1/2
Extremes	13 1/2 @ 13 1/2	13 @ 13 1/2	11 @ 11 1/2
Bulls	7 @ 7 1/2	7 @ 7 1/2	5 @ 5 1/2
Calfskins	16 @ 16 1/2	15 1/2 @ 16 1/2	11 @ 11
Kips	14 1/2 @ 15	14 1/2 @ 15	10 1/2 @ 10 1/2
Horsehides	4.60 @ 5.30	4.60 @ 5.30	2.75 @ 3.40

SHEEPSKIN

Pkr. shearlgs.	1.35	1.35	1.75
Dry pelts.	15 1/2 @ 16	15 1/2 @ 16	14 @ 14 1/2

CHICAGO MID-MONTH STOCKS

Stocks of provisions at Chicago at the close of trading on March 14 with comparisons:

	Mar. 14, 1940	Feb. 29, 1940	Mar. 14, 1939
P.S. lard, made since Jan. 1, '40, lbs.	94,739,381	87,661,692	27,820,753
P.S. lard, made Oct. 1, '39 to Jan. 1, '40	54,785,678	55,190,510	12,026,478
P.S. lard, made previous to Oct. 1, '39	7,580,271	7,683,271	23,808,389
Other kinds of lard	6,799,730	6,706,258	4,846,094
Total lard all kinds	163,905,060	157,250,726	67,707,294
D.S. cl. bellies—contract	4,678,625	4,236,898	5,885,237
D.S. cl. bellies—other	4,735,736	4,968,047	
Total D.S. cl. bellies	9,414,361	9,205,545	5,885,237
D.S. rib bellies, made since Oct. 1, '39	1,190,972	1,080,119	440,960

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 14, 1940: To the United Kingdom, 42,342 quarters; to the Continent, 111,254 quarters. A week ago, to the United Kingdom, 6,898 quarters; to the Continent, 6,898 quarters.

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Why Hog Prices Are Low

(Continued from page 8.)

tremely cautious. Factory payrolls currently are about 12 per cent above a year ago, but as pointed out previously, the beneficial effects of this increase in consumer purchasing power have been offset by the low level of food prices in general.

The demand for the fat cuts and lard is very inelastic. We figure that usually a 10 per cent decrease in loin and ham prices will bring about a 10 per cent increase in consumption. This is not so in the case of dry salt meats, bacon bellies, and lard. In these items it takes a substantial price decrease to bring about a small increase in consumer demand. As I stated above, dry salt belly prices are 45 per cent below last year and still the consumption has been extremely unsatisfactory.

In spite of the fact that the outlook for the entire year is for heavy production, the packers have tried to support the market by accumulating 22 per cent higher pork meat inventories than last year. The lard stocks are 60 per cent higher. We estimate that at the end of February, pork meat stocks were 660 million lbs. compared to 542 million lbs. last year; lard 230 million lbs. compared to 142 million lbs. last year.

Inventories Large Enough

Since the outlook is for a continued large increase in hog slaughter as compared to the same months last year, and since the business outlook picture is not encouraging, packers would be justified in not accumulating any larger inventories than last year; in fact, smaller inventories could be justified. Peak inventories are almost always reached at the end of February. Certainly this year, in view of the uncertainties ahead, packers cannot afford to accumulate any additional stocks. Production will have to move into consumption currently.

The effects of the war in Europe have not been beneficial. There has been no significant increase in exports as a result of the war. There has actually been a decrease in lard exports and only a slight increase in pork meat exports—an increase of about 8 million lbs. per month.

Most of our pork meat exports have been going to Canada and that country has now taken steps to curtail these shipments almost completely. Pork imports have decreased from 4 million lbs. per month last year to 1 million lbs. per month this year. However, this factor is not very important when compared to the average monthly consumption of 525 million lbs.

Effects of Peace Feared

The psychological effects of the war have also been unfavorable. Everyone believes that early peace would result in a serious business collapse in this country and demoralized meat and food prices. This fear has made everyone bearish and unwilling to take any unnecessary risks.

Pork operations have not been profitable this year. Anyone can look at the trend of pork prices since November and the increase in stocks and figure that out for himself. Armour and Company has many millions of dollars invested in pork inventories and our inventory loss since November 1 has been a very substantial figure.

Hogs purchased in January showed a substantial cut-out loss, and since that time we have suffered an inventory loss on the products from those hogs. The hogs purchased in February, considering cut-out value and price declines on accumulation, also show a loss.

Factors in Price Outlook

The outlook for prices depends entirely on the future trend of business activity and foreign orders for meat. If business expands the increased purchasing power should raise food prices and pork prices. If we get large foreign orders for foods, and particularly pork, we could have sharply rising prices. These depend upon the future of the war in Europe and I don't believe anyone can accurately predict what will happen in Europe. If business continues to drift and Europe doesn't come to us for meat, pork and hog prices will not show much improvement.

The packers are deeply conscious of the serious nature of this problem and we are not neglecting it. It is to our advantage to have product prices and hog prices on a higher level than they

are at present. For a purely selfish reason we don't want the farmers to lose money on their hogs and go out of the hog raising business. We are doing everything we possibly can to get this pork and lard into consumption at the highest possible price.

Packers Pushing Pork

We are putting a terrific pressure on our salesmen to sell more pork. Armour and Company is constantly advertising branded hams, bacon and sausage, with every form of advertising. Other packers are doing likewise. The Institute of American Meat Packers is currently conducting a nationwide campaign on pork sausage. Every packer in the country is cooperating. We are improving the quality of lard and doing everything that can be done to expand lard consumption.

The packers are going to continue to devote their undivided attention to the problem of increasing the demand for pork meat and lard and getting a higher price for it. We must continue to do this but we should not be criticized for not accomplishing the impossible.

These are the facts in the present hog price situation. They can be verified from the figures of the U. S. Department of Agriculture and other sources. These conditions are beyond our control and we want the producers to understand this because the livestock and meat industry must have understanding and mutual confidence.

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LIVESTOCK MARKETS

Weekly Review

Canada's Hog Marketings Will Be Large in 1940

MONTREAL.—Hog production and marketings in Canada this year will be the largest recorded in the history of the industry, according to the Dominion Bureau of Statistics. "This forecast," the Bureau said, "is supported by reports of numbers of hogs on farms, the size of the fall pig crop, intentions to market hogs during the spring of 1940 and by the expected increase in the 1940 spring pig crop as revealed in calculations of farmers' reports."

Number of hogs on farms on December 1, 1939, totaled 4,769,600 head as compared with 3,568,600 on December 1, 1938. This is the largest number recorded since the December surveys were instituted in 1931. The number of hogs intended for farm slaughter in the period December, 1939, to May, 1940, is 2,905,000 head compared with 2,071,100 in the previous corresponding period, an increase of 40 per cent.

Based on reports of the number of sows expected to farrow, the spring pig crop of 1940 will be 35 per cent greater than the pig spring crop last year. This will mean an increase in marketings in the late summer and throughout the fall of 1940.

EARLY SPRING LAMB CROP

The early spring lamb crop in the principal producing states this year will be about the same as that of last year, according to reports received by the Agricultural Marketing Service, but the number of early lambs for slaughter before July 1 is expected to be considerably larger than last year. Many more of the early lambs in California and Texas are expected to reach slaughter weight and condition by July

1. Last year early lambs in these areas developed very poorly because of unfavorable feed conditions.

In the eastern early lambing states, weather and feed conditions have been unfavorable for the early lambs since the first part of the year. Record low temperatures in January and cold, wet weather in February resulted in rather heavy death losses. Very little winter grazing has been available and green feed from pastures and grain fields will be late. In the early lambing areas of the North Pacific States and Idaho, weather and feed conditions have been generally favorable, and especially so in Arizona.

The situation early in March indicated that the slaughter of sheep and lambs, during May and June this year, would be considerably larger than the small slaughter during these months last year, but in April it is expected to be smaller.

TREND OF HOG RECEIPTS

Monthly receipts of hogs at eleven markets for January and February, 1940, with comparison for the last ten years, were as follows:

	January	February	Two months
1940	2,918,000	1,738,000	4,056,000
1939	1,518,000	1,027,000	2,545,000
1938	1,817,000	1,116,000	2,932,000
1937	1,536,000	1,197,000	2,733,000
1936	1,554,000	1,016,000	2,570,000
1935	1,473,000	1,074,000	2,547,000
1934	2,845,000	1,770,000	4,615,000
1933	2,207,000	1,719,000	3,926,000
1932	2,953,000	2,457,000	5,410,000
1931	3,163,000	2,473,000	5,636,000
1930	3,187,000	2,545,000	5,732,000
1929	3,305,000	2,618,000	5,983,000

PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Mar. 9:

	Cattle	Calves	Hogs	Sheep
Los Angeles.....	3,267	753	2,925	1,514
San Francisco.....	1,100	70	1,850	1,325
Portland.....	2,500	230	3,350	2,200

WEEKLY INSPECTED KILL

Number of animals processed in 27 selected centers for week ended March 8, with comparisons:

	Cattle	Calves	Hogs	Sheep
New York Area ¹	8,871	18,545	51,521	82,915
Phila. & Balt....	3,703	1,331	36,635	1,000
Ohio-Indiana				
Group ²	8,469	3,510	48,312	6,000
Chicago.....	25,203	6,511	106,247	47,000
St. Louis Area ³	9,509	6,124	59,211	7,748
Kansas City.....	8,284	3,711	21,772	17,750
Southwest Group ⁴	10,568	3,096	28,106	28,900
Omaha.....	12,611	612	28,811	21,912
Sioux City.....	5,974	200	33,819	11,075
St. Paul-Wisc.				
Group ⁵	19,433	28,775	111,572	12,007
Interior Iowa &				
So. Minn. ⁶	14,461	6,000	184,300	36,400
Total.....	128,084	74,063	692,306	94,356
Total prev.				
week.....	149,029	74,500	779,582	98,452
Total last year	121,899	74,241	488,632	25,002

¹ Includes New York City, Newark, and Jersey City. ² Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³ Includes National Stock Yards and East St. Louis, Ill., and St. Louis, Mo. ⁴ Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin. ⁵ Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

SLAUGHTER BY STATIONS

Livestock slaughter under federal inspection during February, by stations:

	Cattle	Calves	Hogs	Sheep and Lambs
Chicago ¹ ..	106,076	22,067	405,987	104,421
Denver ..	7,900	1,567	30,869	24,384
Kansas				
City.....	41,348	15,548	146,495	74,881
New York ²	33,630	47,757	204,188	238,788
Omaha.....	59,682	4,809	191,698	92,164
St. Louis ³ ..	40,061	21,866	255,039	29,778
Sioux City.....	25,509	1,086	160,764	45,788
So. St. Paul ⁴ ..	50,681	42,004	270,194	50,000
All other stations.....	350,241	221,281	2,522,028	356,466
Total:				
Feb. 1940	715,118	378,025	4,277,212	1,812,541
Feb. 1939	652,567	384,780	2,890,428	1,360,961
8 mos. ended				
Feb. 1940	6,531,615	3,865,624	81,806,156	11,844,118
8 mos. ended				
Feb. 1939	6,496,111	3,490,372	25,895,448	12,015,278

¹ Includes Elburn, Illinois. ² Includes Jersey City and Newark, N. J. ³ Includes National Stock Yards and East St. Louis, Ill. ⁴ Includes Newport and St. Paul, Minn.

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CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., March 14, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota trade undertaken was fairly active most of the week. Prices on Thursday were mostly steady with last week's close; spots were slightly higher and lower.

Current market, good to choice, 180-220-lb., \$5.00@5.15 at plants, top, \$5.25; yard bids, \$4.90@5.05, few slightly higher; 220-240-lb., \$4.75@5.00; 240-270-lb., \$4.65@4.85; 270-300-lb., \$4.50@4.70; 300-330-lb., \$4.35@4.60; 330-360-lb., \$4.15@4.50; 160-180-lb., \$4.35@5.00; sows, 330-lb. down, \$3.95@4.35, mostly \$4.05@4.20 at plants; 330-400-lb., \$3.85@4.20; 400-500-lb., \$3.60@4.00.

Receipts at Corn Belt markets for week ended March 14:

	This week.	Last week.
Friday, Mar. 8.	28,700	37,800
Saturday, Mar. 9.	28,400	31,400
Monday, Mar. 11.	45,900	41,700
Tuesday, Mar. 12.	22,600	29,100
Wednesday, Mar. 13.	19,500	37,700
Thursday, Mar. 14.	42,400	28,800

FEBRUARY TRUCK RECEIPTS

Trucks hauled 440,312 cattle, 141,373 calves, 1,415,250 hogs and 250,684 sheep of the total received at 13 markets during February. This volume compared with 398,462 cattle, 147,159 calves, 909,017 hogs and 246,998 sheep in February, 1939, and represented an increase of 41,850 cattle, 506,233 hogs and 3,686 sheep over that month.

Following are the receipts by motor truck at 13 markets for February, with comparisons:

	Cattle	Calves	Hogs	Sheep
1940	440,312	141,373	1,415,250	250,684
1939	398,462	147,159	909,017	246,998
1938	406,885	164,507	888,678	234,404
1937	388,485	179,695	893,731	244,413
1936	412,278	154,426	821,007	240,009

Truck receipts at these markets for the first two months of 1940, 1939 and 1938, were as follows:

	TWO MONTHS' MOVEMENT		
	1940	1939	1938
Cattle	961,061	882,906	891,432
Calves	307,106	317,002	335,649
Hogs	8,237,540	2,137,389	2,174,800
Sheep	618,358	603,388	585,264
Totals	5,124,860	3,941,275	3,987,145

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 18,522 cattle, 2,614 calves, 40,296 hogs and 21,674 sheep.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western Markets, Thursday, March 14, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted). CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

BARROWS AND GILTS:

Good-choice:							
120-140 lbs.	\$ 3.85@ 4.40	\$ 3.90@ 4.50	\$ 4.50@ 5.10	\$ 4.60@ 5.25	\$ 4.00@ 4.25	\$ 4.25@ 4.75	
140-160 lbs.	4.15@ 5.00	4.40@ 5.00	4.85@ 5.45	5.00@ 5.85	4.75@ 5.30	5.25@ 5.30	
160-180 lbs.	4.50@ 5.55	4.90@ 5.45	5.35@ 5.45	5.10@ 5.35	5.15@ 5.25	5.25@ 5.30	
180-200 lbs.	5.25@ 5.60	5.55@ 5.45	5.50@ 5.45	5.10@ 5.35	5.15@ 5.25	5.25@ 5.30	
200-220 lbs.	5.50@ 5.60	5.85@ 5.45	5.25@ 5.45	5.00@ 5.25	4.95@ 5.20	4.85@ 5.10	
220-240 lbs.	5.80@ 5.40	5.50@ 5.45	5.00@ 5.45	4.90@ 5.25	4.85@ 5.10	4.50@ 4.50	
240-270 lbs.	5.90@ 5.15	4.80@ 5.10	4.65@ 5.00	4.65@ 4.75	4.60@ 4.75	4.70@ 4.85	
270-300 lbs.	5.00@ 5.00	4.75@ 4.90	4.60@ 4.85	4.55@ 4.65	4.50@ 4.65	4.60@ 4.75	
300-330 lbs.	4.80@ 5.00	4.75@ 4.90	4.60@ 4.85	4.55@ 4.65	4.50@ 4.65	4.60@ 4.75	
330-360 lbs.	4.65@ 4.90	4.60@ 4.85	4.55@ 4.65	4.50@ 4.65	4.50@ 4.65	4.60@ 4.75	

Medium:

160-220 lbs.	4.50@ 5.25	4.50@ 5.25	4.40@ 5.10	4.60@ 5.15	4.50@ 5.10	
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ROWS:

Good and choice:						
270-300 lbs.	4.80@ 4.75	4.65@ 4.75	4.35@ 4.50	4.30@ 4.40	4.30 only	
300-330 lbs.	4.50@ 4.65	4.65@ 4.75	4.25@ 4.40	4.30@ 4.40	4.30 only	

Good:

360-400 lbs.	4.40@ 4.55	4.45@ 4.65	4.25@ 4.40	4.20@ 4.30	4.30 only	
400-450 lbs.	4.30@ 4.50	4.35@ 4.50	4.15@ 4.25	4.15@ 4.25	4.20@ 4.30	
450-500 lbs.	4.20@ 4.40	4.25@ 4.40	4.15@ 4.25	4.00@ 4.20	4.20@ 4.30	

Medium:

250-500 lbs.	3.75@ 4.25	3.85@ 4.40	3.90@ 4.15	3.85@ 4.25	4.10@ 4.20	
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PIGS (Slaughter):

Med. & good, 90-120 lbs.	3.25@ 4.00	3.35@ 4.00	3.50@ 4.00	
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Slaughter Cattle, Vealers and Calves:

STEERS, choice:

750-900 lbs.	11.50@12.75	10.50@11.50	10.50@11.50	10.25@11.50	9.50@10.75	
900-1100 lbs.	11.50@12.75	11.50@11.50	10.50@11.50	10.25@11.50	9.75@11.00	
1100-1300 lbs.	11.25@12.75	10.50@11.25	10.25@11.50	10.25@11.50	9.75@10.75	
1300-1500 lbs.	11.00@12.75	10.25@11.25	10.00@11.50	10.00@11.25	9.50@10.50	

STEERS, good:

750-900 lbs.	9.50@11.50	8.75@10.50	9.25@10.50	8.75@10.25	8.75@9.75	
900-1100 lbs.	9.00@11.50	8.75@10.50	9.00@10.50	8.75@10.25	8.50@9.75	
1100-1300 lbs.	9.00@11.25	8.50@10.50	8.75@10.25	8.75@10.25	8.50@9.75	
1300-1500 lbs.	9.00@11.00	8.50@10.25	8.50@10.00	8.75@10.00	8.50@9.50	

STEERS, medium:

750-1100 lbs.	7.75@ 9.00	7.75@ 8.75	7.75@ 8.75	7.75@ 8.75	7.75@ 8.50	
1100-1300 lbs.	7.75@ 9.00	7.75@ 8.75	7.75@ 8.75	7.75@ 8.75	7.75@ 8.50	

STEERS, common:

750-1100 lbs.	6.75@ 7.75	6.75@ 7.75	6.50@ 7.75	6.75@ 7.75	6.25@ 7.25	
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STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	11.00@12.00	9.50@10.50	9.50@10.50	9.75@10.75	9.00@10.25	
Good, 500-750 lbs.	9.25@11.00	8.50@ 9.50	8.50@ 9.50	8.50@ 9.75	8.15@ 9.50	

HEIFERS:

Choice, 750-900 lbs.	9.75@11.00	9.25@10.50	9.25@10.25	9.50@10.50	9.00@ 9.50	
Good, 750-900 lbs.	9.00@10.00	8.25@ 9.50	8.25@ 9.25	8.50@ 9.75	8.00@ 9.00	
Medium, 500-900 lbs.	7.75@ 9.25	7.25@ 8.50	7.25@ 8.25	7.25@ 8.50	7.00@ 8.25	
Common, 500-900 lbs.	6.25@ 7.75	6.00@ 7.25	6.00@ 7.25	5.75@ 6.50	5.50@ 6.25	

COWS, all weights:

Good, food...	7.00@ 7.75	6.25@ 7.00	6.50@ 7.00	6.50@ 7.00	6.25@ 6.75	
Good, good...	6.50@ 7.25	6.65@ 6.75	6.35@ 6.60	6.25@ 6.50	6.40@ 6.65	
Good, medium...	6.50@ 6.85	6.50@ 6.65	6.00@ 6.35	5.50@ 6.25	5.75@ 6.50	

SOWS, all weights:

Good and choice...	10.00@12.00	10.50@11.75	9.00@11.00	9.00@11.00	9.50@11.50	
Good and medium...	7.00@10.00	7.50@ 9.00	6.50@ 9.00	6.50@ 9.00	7.00@ 9.50	
Cull...	5.00@ 7.00	5.00@ 8.25	5.00@ 7.50	5.00@ 6.50	5.00@ 7.00	

CALVES, 400 lbs. down:

Good and choice...	7.50@ 8.50	7.75@ 9.25	7.50@ 9.00	7.75@ 9.50	8.00@ 9.50	
Good and medium...	6.25@ 7.50	6.25@ 8.25	6.00@ 7.50	6.25@ 7.75	6.00@ 8.00	
Cull...	5.00@ 6.00	5.00@ 6.25	5.00@ 6.00	5.00@ 6.25	4.50@ 6.00	

CALVES, Lamb and Sheep:

Choice (closely sorted)...

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 9, 1940, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 4,243 hogs; Swift & Company, 5,158 hogs; Wilson & Co., 7,513 hogs; Western Packing Co., Inc., 1,913 hogs; Agar Packing Co., 6,164 hogs; shippers, 9,022 hogs; others, 35,325 hogs.

Total: 32,344 cattle; 8,553 calves; 69,273 hogs; 44,318 sheep.

KANSAS CITY.

Cattle. Calves. Hogs. Sheep.
Armour and Company. 2,434 490 1,704 6,146
Cudahy Pkg. Co. 1,283 462 723 3,573
Swift & Company. 1,589 226 1,047 3,529
Wilson & Co. 1,561 451 726 3,742
Ind. Pkg. Co. 215 ...
Kornblum Pkg. Co. 659 ...
Others 1,649 580 3,871 1,434

Total 9,125 2,199 8,296 18,424

OMAHA.

Cattle and Calves. Hogs. Sheep.
Armour and Company. 3,758 5,650 6,019
Cudahy Pkg. Co. 3,212 3,489 5,291
Swift & Company. 2,719 3,24 4,046
Wilson & Co. 1,361 2,702 2,685
Others 7,352 ...

Cattle and calves. Eagle Pkg. Co., 18; Greater Omaha Pkg. Co., 102; Lewis Pkg. Co., 628; Nebraska Beef Co., 480; Omaha Pkg. Co., 176; John Roth, 144; South Omaha Pkg. Co., 299; Lincoln Pkg. Co., 249.

Total: 18,000 cattle and calves; 22,710 hogs; 18,041 sheep.

EAST ST. LOUIS.

Cattle. Calves. Hogs. Sheep.
Armour and Company. 2,323 1,157 7,633 1,918
Swift & Company. 2,147 1,078 5,860 2,483
Hunter Pkg. Co. 1,456 146 3,771 543
Hell Pkg. Co. ... 2,530 ...
Krebs Pkg. Co. ... 2,371 ...
Laclede Pkg. Co. ... 3,75 ...
Sieloff Pkg. Co. ... 1,301 ...
Shippers 2,291 2,269 20,482
Others 2,623 141 3,630 455

Total 10,785 4,821 50,753 5,390
Not including 1,500 cattle, 2,949 calves, 29,683 hogs, and 553 sheep bought direct.

ST. JOSEPH.

Cattle. Calves. Hogs. Sheep.
Swift & Company. 1,235 217 4,473 10,848
Armour and Company. 1,821 189 4,107 6,331
Others 1,071 65 305 2,258

Total 3,627 471 8,885 19,437

Not including 359 hogs bought direct.

SIOUX CITY.

Cattle. Calves. Hogs. Sheep.
Cudahy Pkg. Co. 2,034 88 8,841 4,000
Armour and Company. 2,100 46 8,970 3,325
Swift & Company. 1,732 46 5,449 2,561
Shippers 3,110 39 7,544 1,142
Others 240 10 73 3

Total 9,216 229 30,877 11,031

OKLAHOMA CITY.

Cattle. Calves. Hogs. Sheep.
Armour and Company. 1,204 350 1,785 383
Wilson & Company. 1,116 467 1,739 573
Others 182 21 1,022 1

Total 2,502 838 5,446 957

Not including 50 cattle and 1,041 hogs bought direct.

DENVER.

Cattle. Calves. Hogs. Sheep.
Armour and Company. 791 74 1,264 9,882
Swift & Company. 584 167 1,934 8,551
Cudahy Pkg. Co. 861 46 1,274 1,557
Others 1,530 216 1,631 8,212

Total 3,772 503 6,103 28,202

FT. WORTH.

Cattle. Calves. Hogs. Sheep.
Armour and Company. 2,065 535 3,867 3,195
Swift & Company. 1,679 501 2,569 3,473
Blue Bonnett Pkg. Co. 96 8 1,606 94
City Pkg. Co. 159 11 649 ...
Rosenthal Pkg. Co. 19 6 214 ...

Total 4,017 1,121 8,905 6,762

WICHITA.

Cattle. Calves. Hogs. Sheep.
Cudahy Pkg. Co. 621 656 2,333 3,980
Dold Pkg. Co. 316 9 862 ...
Wichita D. B. Co. 1
Dunn-Ostergaard 35 ... 210 ...
Fred W. Dold. 101 ... 490 ...
Sunflower Pkg. Co. 24 ... 408 ...
Pioneer Cattle Co. 42
Interstate Pkg. Co. 97
Keefe Pkg. Co. 61

Total 1,358 605 4,303 3,980

Not including 35 cattle and 1,922 hogs bought direct.

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,723	2,700	22,026	4,020
Swift & Company	4,924	3,681	26,511	4,703
Richter Pkg. Co.	1,446	32	...	...
United Pkg. Co.	1,905	204	...	...
Cudahy Pkg. Co.	581	1,622	...	...
Others	2,190	739	...	...
Total	13,157	9,321	48,537	8,723

INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,328	410	16,070	1,532
Hilgemeyer Bros.	77	144	2,211	...
Stumpf Bros.	0	...	950	...
Meier Pkg. Co.	74	5	293	...
Stark & Wetzel	188	38	450	...
Wabnitz and Deters	41	79	374	60
Mass. Hartman Co.	40	13	...	...
Shippers	2,191	1,739	17,663	2,974
Others	2,627	97	380	27
Total	5,269	2,525	38,529	4,593

CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	13	...	50	...
E. Kahn's Sons Co.	500	421	8,389	485
Lohrey Packing Co.	2	...	238	...
H. H. Meyer Pkg. Co.	9	...	3,782	...
J. Schlaeter's Sons	136	143	958	15
J. & F. Schrot P. Co.	18	...	3,023	...
J. F. Stegnet Co.	374	370	...	...
Shippers	252	120	3,178	...
Others	1,201	598	793	77
Total	2,492	1,065	10,403	627

Not including 902 cattle, 2 calves, 4,683 hogs and 661 sheep bought direct.

RECAPITULATION.†

CATTLE.

	Week ended Mar. 9.	Prev. week.	Cor. week.
Chicago	32,344	32,555	31,517
Kansas City	9,125	9,740	9,219
Omaha*	13,096	14,224	13,742
East St. Louis	10,785	11,690	9,988
St. Joseph	3,627	4,369	3,692
Sioux City	9,216	8,549	8,502
Oklahoma City	2,506	3,064	3,043
Wichita	1,358	1,514	1,419
Denver	9,102	10,102	8,863
St. Paul	11,157	12,788	12,978
Milwaukee	4,000	3,832	4,294
Indianapolis	5,269	6,788	5,491
Cincinnati	2,492	2,702	2,207
Ft. Worth	4,017	3,830	4,914
Total	114,763	119,267	115,310

HOGS.

Chicago	69,273	73,317	44,616
Kansas City	8,286	11,709	6,569
Omaha	22,710	31,502	18,211
East St. Louis	50,733	45,774	41,426
St. Joseph	8,881	10,696	7,728
Sioux City	30,877	34,750	17,594
Oklahoma City	5,446	5,894	5,794
Wichita	4,308	4,690	3,656
Denver	6,163	6,977	4,906
St. Paul	45,587	48,233	31,510
Milwaukee	11,522	10,925	8,433
Indianapolis	38,529	44,319	29,239
Cincinnati	19,403	12,572	17,091
Ft. Worth	8,905	8,783	5,666
Total	333,532	357,980	230,441

SHEEP.

Chicago	44,318	47,330	58,075
Kansas City	18,424	19,229	22,364
Omaha	18,041	16,314	22,122
East St. Louis	5,399	5,514	5,810
St. Joseph	19,487	20,220	20,501
Sioux City	11,031	8,037	11,429
Oklahoma City	957	1,302	1,761
Wichita	3,890	4,684	4,683
Denver	28,982	29,464	24,022
St. Paul	8,723	8,286	7,215
Milwaukee	1,079	1,080	1,609
Indianapolis	4,593	4,642	6,280
Cincinnati	1,065	926	490
Ft. Worth	6,762	6,321	6,063
Total	172,611	172,219	193,191

CATTLE AND CALVES.

†Not including directa.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., March 4	10,616	727	19,680	8,901
Tues., March 5	9,443	1,470	23,714	9,610
Wed., March 6	9,020	866	22,597	6,551
Thurs., March 7	4,422	559	19,333	14,507
Fri., March 8	810	286	10,641	6,182
Sat., March 9	200	...	4,300	5,000
Total this week	34,520	4,810	100,266	49,979
Previous week	35,033	4,207	113,727	53,184
Year ago	30,198	6,586	60,427	66,060
Two years ago	35,892	7,349	57,438	55,500

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., March 4	2,527	2	1,410	8,088
Tues., March 5	2,390	16	1,357	2,902
Wed., March 6	2,970	2	1,112	485
Thurs., March 7	1,398	12	1,279	5,501
Fri., March 8	401	...	2,202	1,064
Sat., March 9	100	...	...	500
Total this week	9,794	32	7,337	13,525
Previous week	10,198	46	11,737	12,613
Year ago	8,361	194	3,714	16,072
Two years ago	9,859	559	8,866	12,160

*Including 436 cattle, 672 calves, 33,661 hogs and 11,022 sheep direct to packers from other points.

†All receipts include directs.

MARCH AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparisons:

MARCH

YEAR

	1940	1939	1940	1939
Cattle	35,900	43,416	348,227	319,484
Calves	4,573	5,936	41,947	56,415
Hogs	124,446	91,251	1,246,900	875,254
Sheep	69,043	103,377	463,812	501,024

WEEKLY AVERAGE PRICE OF LIVESTOCK

	Cattle	Hogs	Sheep
Week ended March 9	24,726	92,929	36,454
Previous week	24,780	102,016	40,215
1939	21,877	56,434	51,128
1938	25,739	48,290	44,255
1937	27,906	72,174	31,064
1936	27,051	46,276	45,776

AV. 1935-1939 \$9.80 \$9.35 \$10.00 \$9.65

*Receipts and average weight for week ending Mar. 9, 1940, estimated.

CHICAGO HOG SLAUGHTERS

Hog slaughter at Chicago under federal inspection for week ending Friday, Mar. 8:

	1938	1939
Week ending Mar. 8	108,247	121,061
Previous week	121,061	121,061
Year ago	65,496	52,190
Two years ago	52,190	52,190

CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, March 14:

	Week ended Mar. 14	Prev. week
Packers' purchases	59,536	60,251
Shippers' purchases	7,148	9,022
Total	66,684	69,273

FEEDER STOCK SHIPMENTS

Livestock inspected at markets for shipment to country (feeder stock only) in February, 1940:

	Cattle and calves No.	Hogs No.	Sheep No.
February, 1940	117,933	22,451	63,224
February, 1939	139,449	25,609	58,283
4-year av. 1936-39	101,088	20,908	59,057

	Cattle	Calves	Hogs	Sheep
Receipts	11,940	13,547	27,402	46,746
Shipments	4,940	9,866	16,542	36,388
Local slaughters	7,062	3,680	9,067	10,571

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended March 9, 1940.

CATTLE.

	Week ended Mar. 9	Prev. week	Cor. week, 1939	STEERS, carcass
Chicago	24,039	24,689	22,062	
Kansas City	11,324	11,780	11,875	COWS, carcass
Omaha	13,049	14,304	13,776	
East St. Louis	5,554	6,933	5,289	
St. Joseph	3,473	4,664	4,076	
St. Louis	6,296	6,351	6,155	
Wichita	2,058	2,229	3,039	BULLS, carcass
Fort Worth	5,138	4,998	4,914	
Philadelphia	2,010	1,859	2,000	
Indianapolis	6,642	6,773	1,569	
New York & Jersey City	8,171	9,166	8,037	VEAL, carcass
Oklahoma City	3,990	4,200	4,928	
Cincinnati	3,177	2,550	2,739	
Denver	3,548	3,603	4,273	
St. Paul	10,386	10,283	10,240	LAMB, carcass
Milwaukee	3,850	3,315	3,754	
Total	110,805	112,664	112,626	

*Cattle and calves.

HOGS.

	108,247	121,091	65,486	
Chicago	21,772	31,897	20,904	
Kansas City	28,811	42,779	19,118	
East St. Louis	59,211	61,326	46,898	
St. Joseph	9,039	14,517	8,551	
St. Louis	33,819	40,709	15,752	
Wichita	6,225	7,470	6,296	
Fort Worth	8,905	8,783	6,066	
Philadelphia	17,515	18,118	17,688	
Indianapolis	16,929	19,102	12,309	
New York & Jersey City	51,663	52,279	42,365	
Oklahoma City	6,487	6,834	8,279	
Cincinnati	16,384	11,355	15,211	
Denver	6,091	6,619	4,563	
St. Paul	48,537	48,233	29,086	
Milwaukee	11,472	10,925	8,418	
Total	451,107	502,037	327,600	

*Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

SHEEP.

	81,175	34,717	42,181	
Kansas City	18,424	19,229	22,864	
Omaha	20,821	22,468	23,732	
East St. Louis	5,969	5,446	5,910	
St. Joseph	1,179	18,906	19,123	
St. Louis	9,889	7,843	10,038	
Wichita	3,980	4,694	4,683	
Fort Worth	6,762	6,321	6,063	
Philadelphia	2,523	3,195	2,651	
Indianapolis	1,978	1,433	1,831	
New York & Jersey City	52,859	59,595	56,259	
Oklahoma City	967	1,302	1,761	
Cincinnati	1,219	927	1,572	
Denver	3,361	6,624	6,813	
St. Paul	8,723	7,286	7,215	
Milwaukee	1,073	1,080	1,806	
Total	189,322	200,956	215,352	

†Not including directs.

TEXAS FAT STOCK SHOW

Entries in the junior division of the Southwestern Exposition and Fat Stock Show at Fort Worth, Tex., held in connection with the sixty-fourth annual convention of Texas and Southwestern Cattle Raisers' Association, March 9 to 12, were unusually large, with more than 200 calves entered in the Hereford division alone. A 950-pound, 13-month old Hereford steer won the grand championship.

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during February, 1940:

Steers—	Live animal prices			Wholesale meat prices			Composite retail meat prices		
	Chicago			New York			New York		
	Feb., 1940	Jan., 1940	Feb., 1939	Feb., 1940	Jan., 1940	Feb., 1939	Feb., 1940	Jan., 1940	Feb., 1939
Choice	\$11.30	\$11.00	\$12.26	\$17.00	\$16.78	\$18.22	\$33.06	\$33.17	\$34.71
Good	10.00	9.95	10.44	14.83	15.08	16.70	28.12	28.75	29.60
Medium	8.46	8.69	8.76	13.72	13.51	14.80	23.30	23.96	24.55
Lambs—									
Choice	9.62	9.32	9.18	17.59	16.52	17.86	27.13	27.23	28.43
Good	9.36	8.96	8.75	16.92	15.72	17.10	23.18	23.30	24.44
Medium	8.96	8.38	7.78	15.12	13.72	15.65	20.46	20.10	21.51
Hogs—									
Good	5.47	5.63	8.10	13.63	13.54	17.00	19.00	20.33	23.91

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Market Service)

WESTERN DRESSED MEATS

	NEW YORK	PHILA.	BOSTON
Week ending March 9, 1940.	8,263 1/4	2,730	2,478
Week previous	8,835	2,757	2,680
Same week year ago	7,786 1/4	2,159	2,335
Week ending March 9, 1940.	592	1,051	2,359
Week previous	900	882	2,627
Same week year ago	1,369	1,172	2,570
Week ending March 9, 1940.	326	573	12
Week previous	205	430	18
Same week year ago	274	510	22
Week ending March 9, 1940.	11,576	1,221	698
Week previous	12,675	1,003	857
Same week year ago	8,708	1,207	573
Week ending March 9, 1940.	37,331	14,730	17,606
Week previous	39,028	15,007	21,041
Same week year ago	34,803	15,212	14,592
Week ending March 9, 1940.	1,822	439	1,318
Week previous	1,720	212	374
Same week year ago	3,159	493	600
Week ending March 9, 1940.	2,651,232	521,542	571,633
Week previous	2,737,192	533,135	517,786
Same week year ago	2,047,144	373,494	266,408
Week ending March 9, 1940.	331,585	...	...
Week previous	432,261	...	...
Same week year ago	394,011	...	...

LOCAL SLAUGHTERS

	NEW YORK	PHILA.	BOSTON
Week ending March 9, 1940.	8,871	2,010	...
Week previous	9,043	1,859	...
Same week year ago	8,937	2,000	...
Week ending March 9, 1940.	13,574	2,290	...
Week previous	13,956	3,053	...
Same week year ago	12,184	2,458	...
Week ending March 9, 1940.	51,663	17,515	...
Week previous	50,970	18,118	...
Same week year ago	42,552	17,688	...
Week ending March 9, 1940.	52,839	2,523	...
Week previous	59,595	3,193	...
Same week year ago	56,259	2,651	...

Country dressed product at New York totaled 6,389 veal, 115 hogs and 320 lambs. Previous week 5,642 veal, no hogs and 353 lambs in addition to that shown above.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended March 9:

At 20 markets:	Cattle	Hogs	Sheep
Week ended March 9, 1940	154,000	417,000	219,000
Previous week	167,000	473,000	233,000
1939	152,000	295,000	282,000
1938	167,000	253,000	268,000
1937	189,000	344,000	251,000
At 11 markets:		Hogs	
Week ended March 9, 1940	355,000		
Previous week	411,000		
1939	237,000		
1938	198,000		
1937	274,000		
1936	255,000		
At 7 markets:	Cattle	Hogs	Sheep
Week ended March 9, 1940	111,000	303,000	150,000
Previous week	116,000	343,000	153,000
1939	106,000	194,000	183,000
1938	119,000	158,000	162,000
1937	124,000	224,000	146,000
1936	128,000	220,000	199,000

CANADIAN LIVESTOCK PRICES

	STEERS	VEAL CALVES	BACON HOGS
Toronto	\$ 7.65	\$ 7.50	\$ 7.75
Montreal	8.00	7.50	7.50
Winnipeg	7.00	7.00	7.00
Calgary	7.00	6.75	7.00
Edmonton	6.75	6.75	6.50
Prince Albert	6.00	...	6.00
Moose Jaw	6.50	6.25	6.25
Saskatoon	7.25	7.00	6.25
Regina	6.50	6.50	6.50
Vancouver	7.00	7.25	7.00
Toronto	\$11.50	\$12.00	\$10.50
Montreal	11.00	11.50	8.50
Winnipeg	9.50	9.50	8.50
Calgary	9.50	9.50	8.50
Edmonton	10.25	10.25	8.00
Prince Albert	8.50	7.50	7.00
Moose Jaw	8.50	7.75	7.00
Saskatoon	9.00	9.00	8.50
Regina	9.00	9.25	8.00
Vancouver	...	...	7.75

*Montreal and Winnipeg hogs sold on a "F. & W." basis; all others "off trucks."

GOOD LAMBS

Toronto	10.15	9.85	9.00
Montreal	10.00	11.00	9.00
Winnipeg	9.25	9.00	8.00
Calgary	8.15	8.25	7.15
Edmonton	8.75	8.75	7.25
Prince Albert	7.75	...	7.00
Moose Jaw	...	...	5.75
Saskatoon	...	...	7.00
Regina	8.35	8.35	8.25
Vancouver	...	...	6.00

NEW YORK LIVESTOCK

March 12, 1940.

CATTLE:

Steers, good, 1500-lb.	\$ 10.25
Steers, common and medium	8.75
Cows, medium	6.00@ 6.50
Cows, cutter and common	5.00@ 5.50
Cows, canner	4.00@ 4.75
Bulls, good	6.50@ 7.25
Bulls, medium	6.00@ 6.50

CALVES:

Vealera, good and choice	\$10.50@12.50
Vealera, common and medium	7.50@ 9.50
Vealera, calls	5.50@ 6.50

HOGS:

Hogs, good and choice, 150-190-lb.	\$ 5.55
Packing hogs, 385-lb.	4.25

LAMBS:

Lambs and sheep	nominal
-----------------	---------

Receipts of salable livestock at Jersey City public market, week ended Mar. 8:

Cattle	Calves	Hogs*	Sheep
Salable receipts	1,867	334	284
Total, with directs	6,595	8,916	28,112
Previous week:			26,406
Salable receipts	1,850	243	382
Total, with directs	5,943	9,726	28,902
			35,192

*Including hogs at 41st street.

soldier, of course, is noted for his love of and demand for fresh meat, so that the French custom is to maintain field abattoirs at the rear of the French armies to supply their forces with the freshest meat possible.

But in this war such methods do not provide an adequate supply, and the long-established French ban on foreign beef has been abolished. The French, as well as the English, are now taking immense quantities of chilled and frozen beef for army use. This beef comes chiefly from South America and Australia, but our own government figures indicate considerable shipments from this country also, though much of this is undoubtedly re-shipped South American beef.

Our domestic beef supply continues inadequate and our plentiful supply of pork finds a smaller rather than greater outlet abroad. The whole meat situation is unhealthy—whether considered from the standpoint of producer, packer, retailer or consumer—and the sooner this war is over the better it will be for all concerned. War orders are a poor substitute for steady trade under normal conditions.

TRADE MARKS

Applications Recently Filed
With the Patent Office

Chappel Bros., Inc., Rockford, Ill.—For Vitaminic food for dogs, cats, and other carnivorous animals. Trade mark: Ken-L-Lac. Claims use since February, 1938. Application No. 420,666.

Griffith Laboratories, Inc., Chicago, Ill.—For Protein composition comprising animal hemoglobin and animal casein rich in calcium, iron and protein for use as a food or beverage base, and particularly useful as a nutritive water binding agent for sausage and other meat products. Trade mark: OXOLAC. Claim use since September 15, 1937. Application serial No. 422,543.

F. G. Vogt & Sons, Inc., Philadelphia, Pa.—For canned scrapple. Trade mark: Vogt's Philadelphia Scrapple, alongside drawing of town crier ringing hand bell. Claim use since December 8, 1939. Application serial No. 426,505.

Kellogg Company, Battle Creek, Mich.—For food for dogs and other carnivorous animals. Trade mark: HEXIES. Claim use since November 29, 1916. Application serial No. 363,051.

Los Angeles Sales Co., doing business as Sassy Brand Dog Food Co., Harbor City, Calif. For canned dog and cat food. Trade mark: SASSY. Claim use since December 20, 1939. Application serial No. 427,121.

In the News 25 Years Ago

(Continued from page 19.)

about a half million dollars less than in the similar period a year ago, indicating that war orders are not sufficient to affect the general downward trend of the meat export trade.

The armies of the allies are heavy users of beef, and it is interesting to observe that in this war, more than in any previous conflict, the demand for fresh or frozen beef greatly outranges the call for canned meats. The French

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Sales Manager, Provision Man

A packinghouse man with 25 years experience in plant and sales management desires new connection. Have thorough knowledge of plant operations, sales promotion and product costs. Can efficiently handle management of small or medium sized plant. Excellent record, honest, reliable and not afraid of hard work. Age 45, now employed. Interview appreciated. W-823, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Experienced Cattle Buyer

Age 46 years, have had experience both large, small packers. Had complete charge of all buying of Cattle, Calves and Lambs. Experienced with feeder buying in Southwest, and yard buying in all principal markets—also country buying. 14 years with large packer. Will go anywhere. Salary secondary if suitable opportunity presented. Best references. W-834, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Dry Rendering Operator

Position wanted by dry rendering operator with steam engineer's license. Can operate plant economically and get results. Produce quality products. Several years experience, packing house and dead stock. Married, age 32. Prefer Central States. Best references. W-837, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Expert Available

Have you need for a successful sausag expert and foreman? Has a wealth of experience in all phases of the sausag industry. Willing to go on trial. Prefer East. W-839, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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Sales Manager now employed with Western Packer desire change. Equipped to give results, understands plant operation, can work with plant department. Have operated routes in West, South and East. Can put my finger on your troubles in short time. Young, energetic. W-841, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Credit Manager Or Assistant

Young man, with ten years packinghouse experience, desires to make connection with a progressive packer where there is an opportunity for an ambitious worker. Experienced also in accounting procedure. Reasonable salary. Age 35, married. W-842, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Salesman

Salesman with following among jobbing and manufacturing trade in Metropolitan New York and New Jersey desires connection. Salary or commission—what have you to offer? W-827, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Plant Superintendent

37 years of age, married, 20 years experience with large packers, good personality. Supervised all processing and slaughtering operations, figured costs, etc. Fully competent to handle all departments and men. Can furnish best reference. Write W-824, THE NATIONAL PROVISIONER, 627 Mills Bldg., San Francisco, Calif., for full information.

Business Opportunities

Consultant Food Technologist

If you require the services of a consultant meat specialist with long packinghouse experience in chemical and bacteriological processing, canning, curing and manufacturing, inquire of W-814, THE NATIONAL PROVISIONER, 800 Madison Ave., New York, N. Y. for full particulars. Member Institute of Food Technologists.

Packing Plant

For Sale: An up to date Meat Packing Plant fully equipped, also trucks. If interested get in touch with Al Schulessin, 902 W. North St., Piqua, Ohio.

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Run Yards And Plant

Would be interested in contacting party or parties interested in operating stock yards together with small packing plant and cold storage lockers in Southern Alabama. W-843, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Wanted To Lease

Small Sausage or Provision Business by experienced packinghouse man. Must be in operation; should have space for installing slaughtering equipment. Central, Eastern, or Southern seaboard section preferred. Write W-840, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Men Wanted

Sausage Foreman

Wanted: Working sausage foreman for medium-sized packing house sausage department in New York State—very progressive in our locality—must have had successful actual experience in all phases of sausage and meat loaf manufacturing, particularly fat curing. Correspondences strictly confidential. State age and give details of experience. W-832, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

General Packinghouse Man

Young man who has had practical packinghouse experience in killing, cutting, curing, manufacturing, processing and mechanical end, to assist plant superintendent in large middle western city. Good opportunity for an aggressive young man. Reply must include age, experience, present employment, business and character references and a snapshot if possible. Also state salary expected. Replies will be kept strictly confidential. W-836, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Plant Engineer

Experienced plant engineer for packinghouse. Must be capable of assuming responsibility of engine room, refrigerating equipment, maintenance; possess knowledge of packinghouse practice so as to be of assistance to plant superintendent, and assist in increasing production. Unless you possess these qualifications and have unusual amount of energy, do not apply. In replying state age, education, experience, references and salary desired. W-835, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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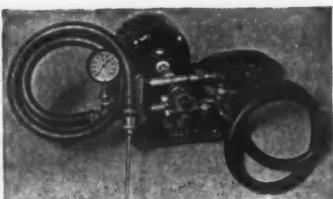
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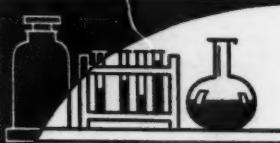


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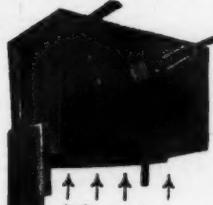
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Printing in one, two, three, or four colors is part of the complete wrapper service we offer to Patapar customers. A wide variety of beautiful effects can be obtained, using inks that are colorfast and harmless to health. Our modern plants are equipped with both letter-press and offset lithographic equipment, and manned by experts in all phases of printing. Would you like us to make a suggested design for a new wrapper for one of your products? Just mail us one of the wrappers you are now using, indicating the wording you wish included in the design, and mention the approximate quantity you require.



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Headquarters for Genuine Vegetable Parchment since 1885

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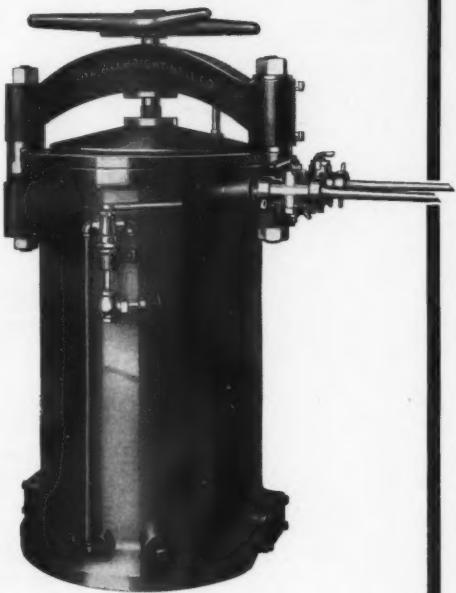
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MADE IN 5 SIZES

**100 lbs. 200 lbs.
300 lbs. 400 lbs.
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These ANCO Stuffers are made to save time and trouble in Sausage Plants of all capacities.

Write for Sausage Equipment Catalog No. 48

OTHER ANCO SAUSAGE EQUIPMENT

Now is a good time to check the Equipment in your Sausage Manufacturing Department. ANCO representatives are ready to assist you in the selection of new items such as Grinders, Silent Cutters, Ice Crushers, Stuffing Tables, Air Compressor Units, Sausage Measuring Fillers, Sausage Pattie Machines, Headcheese Cutters, Cube Meat Cutters, Sausage Cages, Processing Cabinets, Sausage Meat Trucks, Sausage Cooking Tanks, Hanging Trucks, Smokehouses, and Smoke-Producing Units.

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*Casings of pearly-whiteness
improve the salability
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. . . who are looking for a way to make their brands more salable! There is a reason why so many makers of fine pork sausage are switching to Swift's *Pearly-White* Selected Hog Casings.

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Swift's Selected Casings

